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and Essential Oil Review

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The American Perfumer

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NEW YORK, MARCH, 1927 *K*

Vol. XXII, No. 1

COSMETICS LEGISLATION DEFEATED

The progress of the so-called "Model Cosmetics Bill" has thus far been largely retrogression. In none of the states in which the bill has been introduced has anything like favorable action been taken. In no instance has it come to an actual vote. In several states, it has been killed or put over the session by the action of the committee to which it had been referred upon introduction.

There is no question that complete discussion of the fallacies of the proposed legislation is sufficient to convince anyone but the most hopeless fanatic of the iniquity of the bill. It is so poorly devised and so obviously unfair to legitimate industry that reasonable men, knowing thoroughly its content and provisions, can hardly do otherwise than to vote and work against its passage.

Naturally, the fact that it is an iniquitous measure is primarily responsible for its failure thus far to secure the approval of any body to which it has been submitted. At the same time, more than a little credit is due to the American Manufacturers of Toilet Articles for the able and efficient manner in which protests against the bill have been handled and presented. Failing some such body, it is probable that the industry would have found itself faced with several state laws of which it was hardly aware before final action by the various legislatures.

The thanks of the industry are due not only to the Association and its Executive Committee, however, but also to Abel I. Smith, general counsel, whose effective work at the hearings on the measure had much to do with its failure, and to Dr. Curt P. Wimmer, whose masterly analysis of the measure effectually demolished all "scientific" arguments by the proponents of the bill.

While the industry is to be congratulated upon its initial success in the matter, it must also be cautioned against excessive confidence. Many a game and a fight has been lost because the champion thought he could not be beaten. The bill, or another one, perhaps more carefully drawn, is sure to reappear in the legislatures or in Washington.

The Association can be trusted to do everything in its power to prevent the enactment of a surprise measure. But this is hardly enough. Each firm and individual in the industry must be constantly on the alert to prevent any such surprise and constantly ready to advise his fellow manufacturers of any sign of unfavorable legislation in his own state. It is only in this way that the attacks upon the industry, sure to be repeated, are to be foiled as was the first attempt to enact a "Model Cosmetics Bill."

A LABELING DECISION

Since President Roosevelt signed the Federal Pure Food and Drugs Act on June 30, 1906, there have been numerous amendments to it. There has been a practically unlimited and continuous flow of department regulations, interpretations and decisions. Court rulings in special cases have been ceaseless. Twenty years after the enactment of the law, many business firms and corporations still are not sure just what are their rights and privileges under the Federal Act. There has been a wide variance of effort on the part of the authorities charged with its enforcement. There never has been a comprehensive judicial survey of the entire situation that would be helpful to the numerous branches of trade that are affected by or directly subject to it.

Elsewhere in this issue, we are printing the essential parts of an illuminating decision recently rendered in the "Smack" case by Judge Geiger, of the Federal District Court in Chicago, in which he goes into the color, taste and aroma of products, and makes differentiations in setting forth some principles quite well known to almost everybody, but seldom, if ever, encountered in decisions affecting the interests of subjects of this law.

While the decision is predicated on a Food Law suit, it contains information of interest, and possible value, to manufacturers of aromatic synthetics, as well as flavors.

Our readers generally without doubt will thoroughly appreciate the publication of this additional information on the legal complications in our industries.

FOREIGN TRADE IN 1926

Cause for continued optimism in our industries is seen in the foreign trade returns for 1926 which the Department of Commerce has just announced in preliminary form. In general, our exports for the year reached totals well above those of 1925 while imports showed a decline. Coming at a time when foreign competition is greatly feared by many in the industry, the statistics, which were published on page 655 of our February issue, should be encouraging.

Unfortunately, it is impossible to present a complete analysis of the statistics as issued by the Department. Insufficient classification and rather haphazard grouping of the various items by the authorities make it difficult to draw any than a very general conclusion from the figures. The entire group of soaps and toilet preparations showed a gain in exports of roughly \$700,000 for the year. There was a sharp gain in soap exports but a decline of about \$60,000 in exports of perfumery and toilet waters. Talcum

and other toilet powders showed a slight decline while creams and rouges gained by nearly \$300,000 for the year. Dental preparations also showed a substantial gain.

Imports of soaps and toilet preparations declined by nearly \$600,000 but imports of soap showed a gain leaving an even greater loss to be made up by other members of the group of products. There was a small gain in the group including perfumery, toilet waters and bay rum but a loss in cosmetics, powders, creams, etc. Both of these groupings are too indefinite to enable complete tracing of the gains and losses. A heavy loss in perfume materials was responsible for a considerable part of the decline in imports.

We hesitate to attempt an interpretation of the figures. They are hardly definite enough to permit it. We feel, however, that it is significant that the great gains in exports have been in products in which the American manufacturer is preeminent and in which he has particularly specialized. At the same time, the only losses on the export side are in products in which he is, for the most part, still an experimenter feeling his way toward the ultimate goal. The very fact that the import totals have gained in the latter and lost in the former group seems to bear out this contention.

We expect to see continued gains in creams and rouges and we hope that perfumery and toilet waters will make a better showing during the present year than they did in 1926. An improvement can be shown if the proper methods are employed, methods which have proved their efficacy in the case of other American made toilet preparations.

COOPERATION AGAINST PROPAGANDA

Our industries have become more or less accustomed to attacks. Some of these are deliberate and perhaps well intentioned. While dangerous at times, such attacks can be combatted without great difficulty for the industry is usually forewarned against them and has time to prepare the suitable defense or counter attack. Of such a character is the agitation for restrictive and hampering legislation. Of course, this must be fought but it is an open fight and hence an easier one than it might be were secret methods employed.

Less important but without doubt more dangerous are the attacks arising out of ignorance which from time to time secure much publicity before the industry is fully aware that anything is going on. Only recently, a certain news syndicate operating in New York broadcast through the press a series of "beauty talks" ostensibly from the pen of famous opera stars. Some of the talks in this series contained matter detrimental to our industries and absolutely without foundation in fact. There can be no doubt that a potential consumer of cosmetics, reading in her favorite newspaper an article signed by a prominent popular idol, may easily become prejudiced against certain preparations, no matter how meritorious or how harmless these preparations may be.

In one instance, we were able to secure in a subsequent article in the series retraction of certain mis-statements. In another several prominent individuals in the industry were successful in securing a retraction. But in both instances, much harm may have been done for not all who read the original articles also read the subsequent retraction.

The difficulty in combatting these attacks lies not in the correction of the mis-statements but in learning of the existence of the attacks before too much harm has been done.

OUR ADVERTISERS

CAPES-VISCOSE, INC.

Delawanna, N. J.

AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

14 Cliff Street, New York City

Gentlemen: You will be interested to know that our 1926 advertising records show that the "American Perfumer" produced two and three quarters as many inquiries as any of the other eleven trade papers used.

We consider the results from "Perfumer" advertising remarkable, and attribute them largely to the efficiency and intelligence of the service rendered by your advertising department.

We are only sorry that your magazine does not cover every field which we sell. Cordially yours,

CAPES-VISCOSE, INC.

H. S. FISHER, Sales Manager.

It is impossible for any one individual or organization to scan every publication for material detrimental to our industries. The discovery of the dangerous publicity must be a co-operative measure.

Accordingly, we urge all connected with the toilet preparations industry to watch for misstatements appearing in any medium, however insignificant, and in any form, and to promptly communicate with us or with the headquarters of the A. M. T. A. in New York to the end that steps may be taken promptly to correct the matter. No matter how unimportant the attack may seem in itself, nor how small the publication which prints it, the potentialities for harm are great and it is only by co-operative effort that the press can be kept clean of unfounded and unwarranted statements regarding the products of the industry.

INDEX FOR THE PERFUMER, VOLUME XXI

The Index for Volume XXI of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW is in active compilation and will soon be ready to be mailed to subscribers, advertisers and other friends, including national and state librarians, who put in requests. While the supply lasts others desiring to receive copies can have the same sent to them on making application.

The new Index will again reflect the growth in quantity and quality of our text pages during recent years. Volume XXI contained more than twice the amount of information that appeared in volume XI.

MANUFACTURE OF SHAVING CREAMS

In our Soap Section this month there appears the first installment of an article on the manufacture of shaving creams from the pen of Dr. E. G. Thomssen, Consulting Editor on Soaps. We feel that Dr. Thomssen is particularly qualified to speak on this subject and it is with a degree of pride that we publish his contribution. From a study of the article, we are led to the conclusion that there are difficulties here which should be carefully looked into before starting manufacture of this product. Other comment seems superfluous. The article speaks for itself.

Cosmetic Bill Encounters Obstacles

Forceful Arguments Against So-Called "Model" Measure Block Its Progress in State Legislatures; New Proposals to Tax Articles

Since the report on legislation which appeared on page 647 of the February issue of the AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, considerable progress has been made by those engaged in actively opposing restrictive laws. In several states, the bills have been brought to the point of a vote by committees and in no instance thus far, has any favorable report been made on them.

Not only have the bills based upon or similar to the so-called "Model Cosmetics Bill" failed of favorable action, but in several states tax measures which sought to levy a tax upon sales of cosmetics and other articles have been lost, or blocked, and in others such measures seem likely to be lost when they come up for final passage.

The fight upon the "Model Cosmetics Bill" has been entered about two principal arguments. The first is that the measure is wholly unnecessary, there being no conditions calling for the passage of such legislation. The other is that, if it is proven that legislation of any sort is necessary the remedy is not in state laws, which would unduly hamper the industry, but in a suitable Federal law modeled after the Federal Food and Drugs Act.

Aside from these points, the provisions of the bill have been taken up in detail and it has been shown that in its original form at least, the measure would be so broad as to include many products and preparations which are in no sense harmful and are almost necessary to the life of the community. The fact that legislative committees have been uniformly convinced is evidence of the validity of the arguments of the bill's opponents.

Many interesting and unlooked for points have been brought out in connection with the hearings on the measure. Possibly the most significant is the absence of any sound evidence of cases in which toilet preparations and cosmetics have been harmful. On the other hand, the testimony brought forward at the hearings has shown that in many instances X-ray treatments by physicians have been the cause of injuries, the blame for which has been thrown upon the use of cosmetics.

The following is a brief survey of the present status of the various important measures now before the various state legislatures:

New York Measure

The New York Bill, HB 600, introduced by Assemblyman Doyle, has been amended to strike out the prohibition against the use of ammoniated silver nitrate. Efforts have been made to take the bill out of the hands of the Committee on Agriculture and refer it to the Committee on Public Health, but they have thus far been unsuccessful.

The Massachusetts bill, on which hearings were reported in the January issue of this journal, has apparently been killed. The joint committee which had the bill in charge, the Committee on Public Health, has reported that no legislation is necessary. There is every prospect that this report will be accepted.

The Vermont bill, HB 166, a slightly modified form of the "Model Cosmetics Bill," has been killed by an adverse report of the Committee which had it in hand.

The New Hampshire bill, a measure identical with that introduced in Vermont, has been referred to the next legislature and hence is dead for the present session.

A bill introduced in Maine, known as HP 965 is very similar to the bills introduced in New Hampshire and Vermont. It has been referred to the Committee on Agriculture but has not yet been taken up for consideration by that committee. No date for hearings on this measure has been set.

Tax Measures Introduced

The following is a resume of the tax measures now pending or introduced:

North Dakota HB 324, which provided for a 1c tax on every 25c of the selling price of cosmetics, was referred to the Committee on State Affairs and killed by an adverse report of that committee.

The Oregon bill, HB 213, which provided for a tax of 1c on each 10c of the selling price, has also been killed by an adverse committee report.

South Dakota's bill, which provided for a 10 per cent tax on all cosmetic sales was referred to the Committee on Assessment and Taxation and killed by that committee.

The Indiana stamp tax bill, which originally imposed a stamp tax on tobacco products and cosmetics, was finally introduced with the cosmetics tax eliminated, but even in this form it was unfavorably reported. Credit for a large share in this should be given to the Indianapolis *Star*, which fought the bill from its inception.

Sales Taxes Proposed

Bills have been introduced in Arkansas, SB 338; North Carolina, HB 615; and New Mexico, HB 122, all of which, if finally passed, would levy or permit taxes on cosmetic sales of 10 per cent. The New Mexico bill has been referred to the Committee on Taxation and Revenue which has not yet started to consider the measure. Nothing has been done with the Arkansas and North Carolina bills as yet.

The most serious situation is faced in Wisconsin, where HB 82, providing for a 10 per cent stamp tax on cosmetics, has been reported for passage by the Committee on State Affairs. Leading manufacturers are urging their customers in Wisconsin to use all means at their disposal to prevent its final enactment.

A bill has been introduced into the Utah Legislature which provides that all products sold in the state must be labeled with the name of the actual manufacturer and a statement that the goods are manufactured by him. No action on the bill has been taken thus far. It is being opposed because of the likelihood that it would interfere seriously with concerns selling goods manufactured for them under private formula.

Congress Creates New Prohibition Bureau

Federal Law Makers Adjourn Without Passing Other Measures Interesting to Our Industries; New Denatured Alcohol Ruling

WASHINGTON, March 15.—The only legislation of any significance to the perfumery industry enacted in the last session of the 69th Congress is the law recognizing prohibition and customs administration. Signed by President Coolidge on March 4, the new measure becomes effective on April 1. In effect, it gives statutory countenance to changes already made in the organization within the Treasury Department. It creates a prohibition bureau and a customs bureau in that department separate from the Bureau of Internal Revenue. It provides for the appointment by the Secretary of the Treasury of commissioners of prohibition and customs, thus leaving supervision of both prohibition enforcement and customs administration under L. C. Andrews, the Assistant Secretary of the Treasury, but removing Commissioner of International Revenue D. H. Blair and R. A. Haynes, Prohibition Commissioner from the picture. Heretofore the office of Prohibition Commissioner had no statutory recognition but was an office created in the Wilson administration for the sake of expediency.

Commissioner Haynes, of course, supported by the Anti-Saloon League of America, and endorsed by Senator Willis, of Ohio, is a candidate for the new office. E. E. Yellowley, prohibition administrator at Chicago, and Herbert H. White, a right-hand man of General Andrews also are likely candidates. Mr. Yellowley formerly served in the Prohibition Unit as chief of general agents and has the backing of the Methodist Board of Temperance and Morals.

Dr. James M. Doran, chief of the technical division, probably will remain in charge of industrial alcohol matters, while James E. Jones, the present Director of Prohibition, probably will receive an appointment as a deputy commissioner. The new law provides for one assistant commissioner and two deputy commissioners for both the Bureau of Prohibition and the Bureau of Customs.

The law places both prohibition enforcement and customs administration employees under the civil service. Only the commissioners are exempt from this provision. As they are not presidential appointees their appointment by Secretary Mellon will not be subject to confirmation by the Senate. The duties now conferred upon the Commissioner of Internal Revenue with respect to prohibition enforcement and narcotic drug control are transferred by the new law to the Secretary of the Treasury, and General Andrews will remain actively in charge.

Price Maintenance Bills Fail

The Hawley medicinal spirits bill for the concentration of present stocks and the manufacture of replenishments under Government supervision, Senator Edwards' bill to prohibit the use of poisons as alcohol denaturants and numerous other measures died short of enactment with the adjournment of Congress on March 4. It is expected that General Andrews will seek the co-operation of the distillers to limit the manufacture of whiskey. Under the present law he has no authority to limit the number of permits issued.

The Kelly resale price maintenance bill remained shelved

in the House Committee on Interstate Commerce during the recent session. The Britten bill, looking to the adoption of the metric system of weights and measures did not get anywhere.

General misbranding bills again are wiped off the calendars of both Senate and House. The Merritt bill providing that all kinds of merchandise, if branded or labeled, must be accurately and truthfully described, with penalties for violation, had been waiting for a vote in the House since December, 1925. Last December Senator Smoot revived the old Lodge-Rogers misbranding bill, similar in principle to the Merritt bill, with the intention of offering it as a compromise if advocates of the Capper truth-in-fabric bill showed a disposition to push that measure. The occasion did not arise.

The bill giving official status to the foreign commerce service of the Department of Commerce was enacted in the closing day. Under its provisions commercial attaches and trade commissioners are given consular rank and the Department will now be able to pursue its export trade promotion work without the handicaps of the past.

Postal rate revision, whereby not only publishers but direct mail advertisers would have benefitted by lower charges, made considerable progress, but failed of final enactment.

Ruling on Disposal of Old Formula Alcohol

The Bureau of Internal Revenue has issued T. D. 3987, with respect to the disposal of alcohol denatured under formulas 2, 3, 4, 6 and 7, all of which have been withdrawn. T. D. 3987 rescinds T. D. 3949, issued December 27 and reads:

"All persons, owning, storing, or possessing completely denatured alcohol in quantities of twenty barrels, or drums, or more, denatured under formulas 2, 3, 4, 6, and 7, which formulas have now been withdrawn, shall make report of such alcohol to the Prohibition Administrator of the district in which it is located, giving the name and address of the owner, storer, or possessor, the quantity on hand, the number of packages, the serial number of each package, and the number of the formula under which the alcohol so owned, stored or possessed was denatured.

"Administrators will, on receipt of such report, at once issue to the owner, storer, or possessor of the alcohol a special permit for the sale or other disposition thereof, and no sale or other disposition of such alcohol in quantities of one barrel, or drum, or more, may be made by the owner, storer, or possessor, except as authorized by the said special permit.

"All completely denatured alcohol denatured under the foregoing withdrawn formulas, together with the containers thereof, when owned, used, stored, possessed, sold or otherwise disposed of in any manner other than as herein provided is liable to seizure and forfeiture under the law.

"All regulations inconsistent herewith are rescinded to the extent of such inconsistency."

Flexible Tariff Act Goes to Supreme Court

Senate Confirms Members of Tariff and Trade Boards;

Cottonseed Industry to Be Investigated;

Aromatic Imports in February

WASHINGTON, March 15.—The constitutionality of the flexible tariff provisions of the Tariff Act of 1922 was upheld on February 24 by the U. S. Court of Customs Appeals in a decision handed down on the appeal of J. W. Hampton, Jr. & Company, of New York City. The importers will appeal to the U. S. Supreme Court for final adjudication of the issue.

Another phase of the flexible tariff law also is involved in the case of the Norwegian Nitrogen Products Company, which is seeking a decree at the hands of the Supreme Court giving it access to the cost data compiled by the Tariff Commission in its investigation under Section 315 looking towards an increase in the duty on sodium nitrate. The court heard arguments in the case on March 3. Marion De Vries, formerly presiding judge of the Court of Customs Appeals, presenting the case on behalf of the foreign company.

In the lower courts Mr. DeVries sought a ruling on the constitutionality of the flexible tariff but did not press this point in his argument before the Supreme Court. As the issue of constitutionality will reach the court soon in the Hampton case it is expected that the court either will defer handing down a decision in the sodium nitrate case or evade the issue in its decision pending an opinion in other.

Presiding Judge Graham delivered the opinion of the Court of Customs Appeals in the Hampton case. He found that Section 315 "is not so uncertain of administration as to amount to a delegation of legislative power to the Chief Executive, but is, in that respect a valid exercise of the constitutional power of Congress."

Concerning the contention of the importers that the primary and only purpose of Section 315 is the protection of domestic industries and not the raising of revenue for governmental purposes, and that Congress has no constitutional power to so legislate, Judge Graham held:

"In foreign commerce, the power to regulate includes the right to levy discriminatory duties and the right to prohibit; and this legislative right is absolute."

Tariff Nominations Confirmed

The possibility that the Tariff Commission would be left to operate until the next Congress convenes in December with an anti-protectionist group in control was removed March 1 when the Senate confirmed the nominations of Edgar B. Brossard, of Utah, and Sherman J. Lowell, of New York, Republicans, and Lincoln Dixon, of Indiana, Democrat. It was feared that obstructive tactics employed by Senator Robinson, of Arkansas, chairman of the select committee of the Senate investigating the Commission, would block the nominations of Commissioners Brossard and Lowell, who have been serving on the Commission without pay since last July, the Senate having failed to act on their nominations prior to adjournment last summer. The other members of the Commission are Thomas O. Marvin, the chairman, Republican; A. P. Dennis,

vice chairman, Democrat and E. P. Costigan, listed as an Independent.

Senator Robinson's investigating committee has been authorized by the Senate to function until the end of the first session of the next Congress, on a statement by Mr. Robinson just two weeks before the end of the recent session that there was not time enough remaining for the members of the committee to come to an agreement on its recommendations and submit a report. Senator Wadsworth, of New York, whose term expired March 4, will be permitted to continue serving on the committee if he so elects.

February Imports of Aromatics

February imports under Paragraph 61 included the following: Terpeneol, 9,533 pounds; composite flower essential oil, 2,292 pounds; lilac perfume, 1,341 pounds; bigaradiol and citronellal, 611 pounds each; hydroxycitronellal 660 pounds; linalyl acetate, 605 pounds; geraniol for soap, 300 pounds.

Imports of synthetic aromatic chemicals of coal tar origin during the month amounted to 4,407 pounds, as compared to 6,298 pounds in January, and included the following: Ambrogene 1,102 pounds; benzaldehyde, 300 pounds; coumarin, 110 pounds; musk ketone, 551 pounds; phenyl-ethyl alcohol, 265 pounds.

Will Probe Cottonseed Industry

An investigation by the Federal Trade Commission "to ascertain if there be a combination, agreement or association to fix prices of cottonseed or to violate any of the anti-trust laws" was ordered by the House in a resolution adopted March 2, sponsored by Representative John McDuffie, of Alabama. The resolution instructs the Commission to proceed against alleged offenders if it finds that any persons, firms, corporations or associations maintain a monopoly in violation of law, or use unfair methods of competition in the purchase of cottonseed.

Trade Board Members Confirmed

The nominations of Abram F. Myers, Republican, and Edgar A. McCulloch, Democrat, to the Federal Trade Commission, which were approved by the Senate during the recent session, bring the membership of that quasi-judicial body up to par. Commissioner Myers will fill the unexpired term of Vernon W. VanFleet. Commissioner McCulloch was appointed to succeed Huston Thompson, and with John F. Nugent, will form the Democratic minority on the Commission. The other members are Charles W. Hunt and William E. Humphrey, both Republicans. Decision of the castile soap cases, now being tried, will rest on the Commission as at present constituted.

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You should have raised your subscription price to \$5. It is worth that and more to us old timers.

Oil of Hops As a Perfume Material

by Frank Rabak

Bureau of Plant Industry

United States Department of Agriculture

(Especially Written for This Journal)

Previous to the past year oil of hops has not entered the regular channels of the essential oil trade except in small quantities. It has been produced in foreign countries, but in limited quantities only and, according to present information, from dried hops of uncertain age. It is generally known that the oil deteriorates rapidly in dried hops that are kept in storage over a long period of time. The drying and sulphuring processes materially alter the delicate aroma of the fresh hops because of the chemical changes induced by heat and by the sulphur vapors. During the drying process a loss of oil also results, due to volatilization of the low boiling constituents of the oil.

When distilled from fresh undried material the oil possesses a different odor from that obtained from the dried material and retains the true natural aroma of the fresh ripe hops. The oil can be readily obtained from fresh hops by steam distillation and is suggested as a raw material of value to the perfume industry because of its agreeable characteristic aroma and persistent fragrance.

Source of the Oil

The oil of hops is contained in the lupulin, which is a glandular bright yellowish brown powder, oleoresinous in character, possessing the characteristic odor and bitter taste of the hops. Lupulin is located at the base of the bracts which form the familiar strobile and is present to the extent of one tenth to one sixth of the weight of the hops. Because of its powdery nature it is more or less easily dislodged during the handling of the hops. The quality of the oil depends upon the freshness and age of the lupulin. Therefore, in order to secure the natural aroma of the hops the oil should be obtained from the fresh lupulin of ripe hops or from fresh hops. Oil from lupulin obtained from kiln dried hops has an inferior odor, due to the chemical changes which occur during the process of drying.

In order to compare the yield, physical, and chemical properties of hops oils obtained from fresh and dried ma-

terial distillations were made of lupulin (containing some hops) and of fresh hops from the same source in California. Their properties were carefully determined, together with those of the foreign-produced oils and oil from dry (storage) California hops. The results are shown in Table I.

The yield of oil from the fresh lupulin is found to be slightly more than three times that from the fresh hops. Data on the yield of English and German oils were not available. The color of the domestic oils was distinctly lighter than that of the foreign samples and the odor and taste were noticeably more characteristic of hops.

The oils from the fresh lupulin and fresh hops are very similar but differ considerably from the foreign oils in both physical and chemical properties, the most marked differences being in the specific gravity, rotation, solubility, and ester numbers. The noticeably high specific gravity and acid numbers of the foreign oils is due to the age and condition (whether fresh or dry) of the hops from which they were distilled. Dry hops on ageing yield oils with high specific gravity, lower solubility, and increased acid numbers, as shown by previous investigations on the effect of cold and open storage on hops.¹

The oil of German origin is noticeably similar in all properties to that distilled from the California storage hops, with the exception of the ester number, which property invariably increases in domestic hops during ageing. As indicated by the physical and chemical properties of the English and German samples of oil it is very probable that these oils were produced from dry storage hops of uncertain age.

Analysis of hop oil² shows that it possesses essentially the following composition (shown on the next page):

¹Stockberger, W. W. and Rabak, Frank. Some effects of refrigeration on sulphured and unsulphured hops. U. S. Dept. Agric., Bureau of Plant Industry, Bulletin No. 271. 1912.

²Rabak, Frank. Aroma of Hops: A study of the volatile oil with relation to the geographical sources of hops. *Journ. Agric. Research*, vol. 2, p. 155. 1914.

TABLE I. YIELD AND PROPERTIES OF OILS FROM FRESH LUPULIN AND FRESH AND DRY HOPS OF DOMESTIC AND FOREIGN ORIGIN.

Source	Yield	Color	Odor	Taste	Specific Gravity: at 20°C.	Index of Refraction: 20°C.	Angle of Rotation: 20°C.	Solubility in: absolute alcohol	Acid Number	Ester Number
California (fresh lupulin)	Percent 0.72	Pale straw	Strongly aromatic characteristic, agreeable, hop-like	Characteristic aromatic, slightly bitter	0.8312	1.4735	-0.73	1 vol. alc. dissolved 0.85 vol. oil with slight turbidity	0.91	41.3
California (fresh hops)	0.25	Pale straw	Strongly aromatic characteristic, agreeable, hop-like	Characteristic aromatic, slightly bitter	0.8265	1.4720	-0.73	1 vol. alc. dissolved 0.9 vol. of oil with slight turbidity	1.06	41.4
England	--	Deep reddish brown	Strongly aromatic disagreeable sour odor	Aromatic, slightly bitter, distinctly acid	0.8985	1.4758	+0.42	1 vol. alc. dissolved 1 vol. oil with clear solution	32.20	45.8
Germany	--	Pale golden yellow	Mild, agreeable, not characteristic	Aromatic, slightly bitter and acid	0.8930 (1)	1.4850	+0.84	"	6.00	18.4
California (dry hops 2 yrs. in storage)	0.12	Dark reddish brown	Pleasant strongly aromatic	Aromatic bitter acid	0.8737	1.4735	--	Clear in 1 1/2 vols. 94% alc.	7.3	78.0

(1) At 15.5° C.

Free acids—Chiefly valerianic, with traces of formic, butyric, and heptioic acids.

Combined acids (in the form of esters)—Chiefly heptioic (oenanthylic) and nonoic (pelargonic) and somewhat smaller quantities of octoic (caprylic), some decylic (caprinic) and undecylic acids, with traces of formic and acetic acids.

Aldehydes—Formaldehyde in lowest boiling fraction.

Hydrocarbons—Myrcene (olefinic terpene), 30 to 50 per cent; humulene (sesquiterpene), 15 to 25 per cent.

Esters—Chiefly heptioic, octoic, and nonoic acid esters of the alcohol myrcenol, to the extent of 20 to 40 per cent.

Alcohols—Probably myrcenol and a small proportion of sesquiterpene alcohols.

From the standpoint of the application of the oil in perfumery, the most important constituents are the esters and alcohols. The heptioic acid ester of the alcohol myrcenol is partly responsible for the very pleasant aroma of the oil. The characteristic hop odor is, however, probably due to a combination of the odors of this ester, the alcohol myrcenol, and the olefinic terpene myrcene. The sesquiterpene humulene and its related alcohols possibly affect the odor of the oil only very slightly because of the high boiling points and low volatility of these compounds.

While the alcohol myrcenol and its esters have not been positively identified in other essential oils, the hydrocarbon myrcene, which by hydration and acetylation can be made to yield myrcenol and esters of myrcenol, has been identified

in oil of bay, West Indian lemongrass oil and linaloe oil. Because of the presence of these several constituents which possess a pleasant agreeable fragrance, the use of the oil of hops in perfumery and for scenting purposes is indicated.

Oil from Fresh Lupulin

Fresh lupulin is at present obtainable only in those hop-producing sections where machine picking is employed. Lupulin that is dislodged from hand-picked hops is lost because there is as yet no practical method of collecting it. On the other hand, dislodged particles of lupulin from hops that are picked by machinery can be readily collected. The fresh lupulin, together with some broken and whole hops, is an excellent raw material for the commercial production of oil of hops since the oil produced from this material possesses the agreeable characteristic natural aroma of fresh hops. Such an oil has not heretofore been introduced to the trade.

Reconditioned Oil

The oil from the fresh material contains a small percentage of low boiling constituents of an aldehydic nature which are considered undesirable by some. These, however, can be removed either by fractionation or by oxidation of the oil. Three methods involving oxidation were applied to the oil, namely, blowing with oxygen, blowing with air, and treatment with potassium permanganate solution. Numerous experiments were conducted to determine the effect of conditions of moisture, temperature, time of blowing, and

TABLE II. PHYSICAL AND CHEMICAL PROPERTIES OF RE-CONDITIONED HOP OILS COMPARED WITH ORIGINAL AND FOREIGN OIL.

Oils	Color	Odor	Specific Gravity 15.5°C.	Index of Refraction 20°C.	Angle of Rotation (α) _D Degrees	Solubility in 2 volumes 95% alcohol	Acid Number	Ester Number
1. Original Oil (composite sample)	Pale straw	Strong, irritating, hop-like	0.8318	1.4722	-0.74	0.85 Slightly turbid	0.65	35.7
2. Steam Fractionated (4% removed)	Dark straw	Less irritating, more pleasant, characteristic	0.8414	1.4744	-0.80	0.8 Slightly turbid	0.85	38.8
3. Blown with Oxygen (8 hrs. 80°C. dry oil)	Golden yellow	Pleasant, agreeable, hop-like	0.9077	1.4841	-0.57	0.9 Slightly turbid	5.57	47.8
4. Blown with Oxygen (6 hrs. 85°C. moist oil)	Deep golden yellow	Agreeable, characteristic, pleasant	0.8862	1.4615	-1.01	0.75 Slightly turbid	2.72	47.1
5. Blown with Air (120 hrs. 27°C. dry oil)	Pale golden yellow	Pleasant, agreeable, hop-like	0.8612	1.4780	-0.78	0.85 Slightly turbid	1.75	45.5
6. Blown with Air (6 hrs. 85°C. moist oil)	Deep golden yellow	Mild, pleasant, hop-like not irritating	0.9170	1.4890	-1.57	0.6 Nearly clear	4.05	42.6
7. Blown with Air (4 hrs. 85°C. moist oil)	Golden yellow	Agreeable, characteristic, hop-like	0.8644	1.4781	-0.99	0.9 Slightly turbid	2.31	42.0
8. Oxidized with K ₂ MnO ₄ (300 cc. 1% solution per oz. of oil)	Deep straw	Pleasant, agreeable, hop-like	0.8345	1.4730	-0.57	0.85 Slightly turbid	0.65	37.3
9. Oxidized with K ₂ MnO ₄ (300 cc. 1% solution per oz. of oil)	Deep straw	Mild, pleasant, characteristic	0.8710	1.4785	-0.45	0.9 Slightly turbid	2.24	46.3
10. Oxidized with K ₂ MnO ₄ (100 cc. 2% solution per oz. of oil)	Straw	Very mild, pleasant, non-irritating	0.8400	1.4732	-0.57	0.9 Slightly turbid	1.30	29.8
11. Oxidized with K ₂ MnO ₄ (100 cc. 1% solution per oz. of oil)	Straw	Exceedingly pleasant, agreeable	0.8425	1.4739	-0.78	0.85 Slightly turbid	1.55	25.5
12. Oxidized with K ₂ MnO ₄ (100 cc. 2% solution per oz. of oil)	Pale golden yellow	Less pronounced, yet very agreeable	0.8501	1.4778	-0.57	0.8 Clear	1.83	30.0
13. Foreign Oil (Schimmel & Co.)	Pale golden yellow	Mild, agreeable, not characteristic	0.8930	1.4850	+0.54	0.9 Slightly turbid	5.00	18.4

strength of the potassium permanganate solution. The removal of these constituents was found to result in a noticeable mellowing of the aroma, without detracting from its flowery fragrance.

The reconditioned oils produced by the several methods under the conditions mentioned were subjected to physical and chemical examination for comparison with the original oil and a commercial foreign oil. The results are shown in Table II.

The results of the tests show in general that oxidation either by blowing with oxygen or with air or by treatment with potassium permanganate solution produces most effectively the desired improvement in the aroma, depending upon the extent of the oxidation and time of blowing, temperature, presence or absence of moisture in the oil, and the strength of the potassium permanganate solution. Increased specific gravity, solubility, and acid numbers usually accompany increased oxidation of the oil. The ester numbers of the blown oils are noticeably constant, being slightly increased over the original oil, while they show a tendency to decrease when the oil is oxidized by means of the potassium permanganate. Based on the results of the laboratory tests, commercial reconditioning of the oils was effectively and expeditiously accomplished by aeration of the moist oil for a period of 4 to 5 hours at a temperature of 65° C. by means of a specially constructed aerating apparatus in which the temperature and passage of air through the oil were easily regulated. This method resulted in the production of oil characterized by a very agreeable hop-like aroma of persistent mellowness. The method further enables the production of an oil of any desired specific gravity accompanied by the usual increase in solubility, acid and ester numbers. During the reconditioning process a loss of from 6 to 10 per cent of oil invariably results, depending upon the temperature and time of blowing the oil. It is important that the reconditioned oil be immediately dried with anhydrous calcium chloride, filtered and stored in a cold place in well-filled amber-colored bottles, since the combined action of light and air produces rapid and undesirable changes.

Saponified Oil

When oil of hops is saponified by boiling with alcoholic potassium hydroxide the esters of the oil are converted into the alcohol myrcenol, which possesses a distinctive fragrance, and suggests the further possibility of utilizing the saponified oil in the perfumery and scenting industries.

Conclusion

Oil of hops possessing the natural aroma of freshly picked hops, can now be produced in this country in commercial quantities in the hop-growing sections of California. This oil possesses superior qualities to that now known to the trade which is prepared exclusively from dried hops of uncertain age.

Because of the new source of supply of this comparatively rare oil and because of its agreeable pleasant and persistent flowery aroma it is recommended as a new raw material for use in the perfumery industry in either its natural, reconditioned, or saponified form.

Creme to Prevent Wrinkles

Sixty g. of white wax, 7.5 g. of spermacetti, 120 g. of lanoline (hydrous) (cum aqua), 480 g. of sweet almond oil (or olive oil) are melted together, and are rubbed together with 360 g. of rose water in which 5 g. of borax are dissolved.—(Pharm. Zentralh.)

PRODUCTION OF PEPPERMINT OIL

There are no satisfactory figures on the production of peppermint oil in the United States. According to trade estimates a normal output in this country is in the neighborhood of 450,000 pounds. The 1925 production fell considerably short of this mark while the 1926 output was undoubtedly considerably higher, possibly up to 600,000 pounds. An indication of the increase in production of 1926 over 1925 may be obtained from the peppermint acreage harvested or for harvest in the principal states. In 1925 about 20,500 acres of peppermint were harvested in Indiana, the principal producing state, while in 1926 the acreage for harvest is estimated at about 41,000. In Michigan 5,000 acres were harvested in 1925, while there were over 10,000 acres for harvest in 1926. In addition to this acreage, there were about 3,000 acres planted to peppermint in Washington and Oregon, which is much larger than the 1925 planting.

Japan is the only important producer of peppermint oil outside of the United States, although small quantities are produced in England, Germany, France and Russia. The Japanese oil imported into the United States is used principally for the making of menthol since it yields a higher proportion of menthol crystals than the American product. The American oil is used chiefly for flavoring and medicinal purposes and commands a higher price.

The 1926 crop of crude peppermint oil in Japan amounted to about 1,500,000 pounds, according to Consul E. R. Dickover at Kobe. This crop is about double the 1924 crop of 800,000 pounds and about the same as the 1925 output. The 1926 production was expected early in the season to amount to 2,500,000 pounds, but the actual output was much smaller on account of heavy rains and rust which affected the plants during the summer.

The Japanese farmers are now obtaining a good price for their crude peppermint oil, according to Consul Dickover, and consequently it is expected that as large an acreage will be planted to peppermint in 1927 as in 1926.

TOILET PREPARATIONS IN SOUTH AFRICA

In 1925 South African imports of toilet preparations were valued at £234,768, which is slightly above the average for the previous four years according to U. S. consular advices. The trade is almost exclusively divided among the United Kingdom, the United States, France, and Germany. In 1925 the United Kingdom secured 52.2 per cent and the United States 26.4 per cent of this total importation. This figure does not entirely explain the importance of American toilet preparations in the South African market, as it is stated that quite a fair percentage of the British total represents shipments from British branches or subsidiaries of prominent American factories.

In general, South Africa's requirements of toilet preparations are very comparable to the domestic trade in the United States. American merchandising methods are on the whole well adapted to local conditions, with the possible exception of introductory stocks. In order to get a footing for new lines it is almost imperative that the agent, whether wholesaler or manufacturer's agent, should carry stocks. Although it is at first practically impossible to secure sufficiently large orders for indenting, the agent can place small lots with retailers and thus gradually build up the demand. Otherwise, there is no way of getting a line started. The basic problem, however, is to secure sound representation, preferably as the result of first hand observations.

Neighborhood and Small Town Druggists

*Important Links in the Merchandising Chain Which
Deserve More Support Than They Get*

by Leroy Fairman

Following is the New York *World's* rather facetious editorial comment on the current cosmetics situation:

"The United States, according to statistics, announced by the American Chemical Society, produced last year cosmetics to the value of \$34,178,000. And we wish to say, regardless of the high esteem in which we hold the American Chemical Society, that we suspect there is something wrong with the statistics. According to the census of 1920, there are 29,483,150 women of more than twenty-one years in this country, and about 7,000,000 girls between fifteen and twenty-one, or a total of 36,483,150 potential users of the creams, powders and colors under discussion. According to the figures announced, the average for the year was just 91 cents per feminine capita.

"This is preposterous. The average woman in the United States has more than 91 cents' worth of cosmetic on her face every time she goes out of doors. Of course the American Chemical Society may have based its reckoning on wholesale prices, and it is quite possible that the retailers make a handsome profit every time they sell a fair lady a bottle of beautifier. But even making allowance for this, it is obvious that something is wrong. At carload quotations, the ladies of this land of liberty use up more than 91 cents' worth of war paint in a year."

The *World's* estimate of 91 cents per feminine capita is inaccurate for the reason that the figures on which it is based do not include talcum or face powders. Over \$21,000,000 worth of those products should be included, which brings the per capita consumption up to about \$1.50. This, too, is a wholesale figure, to which a "spread" of 50% should be added.

However you may calculate it, the per capita figure is far from large—still, it represents a very healthy growth over previous years, and tends to show that the toiletry business is slowly but surely coming into its own.

The Druggist Hampered

The present production of perfume and toilet articles is, according to the figures of the American Chemical Society, \$141,488,000. This, taken in bulk, is a considerable sum of money, and it would be interesting if the volume of products it represents could be traced through the different avenues of trade until it reaches the consumer.

Just at present it would be useful to know just what proportion of toilet goods reaches the consumer through the department stores and the "down town" drug stores; and how much of it is sold through neighborhood druggists. It is obvious that the former are not only favored by a large body of the consuming public, but are also favored by manufacturers on account of the very considerable amount of merchandise they are able to handle.

The neighborhood druggist is somewhat hampered in the struggle for business by the necessarily smaller variety of goods which he can carry, and still further handicapped

by the price cutting practices of the department, chain and "down town" drug stores. His problems are just now attracting a good deal of attention. Much space in the drug trade journals is devoted to suggestions as to how he can combat the price cutting situation, and between the lines one can read the dread of the ultimate extinction of the neighborhood drug store.

One of the recent issues of a drug trade periodical describes the neighborhood druggist as one who is "acquainted with the whole family, from the guy who brings home the pay envelope to the offspring who consumes the Mellins Food and needs an occasional dose of Castoria; who sells mother hair dye and keeps her secret; who supplies daughter with rouge, lip sticks, mascara and eyebrow pencils (about which there is no secret, it proclaims itself to the world); who advises son as to the purchase of his first razor, perfume and candy for his girl—and then charges it all to Dad and carries the account along until the 'old man' collects his bonus."

All this and much more is true of the neighborhood druggist. Everybody goes through the druggist's door. His is the one and only store of which it is true that every man, woman and child in the community is among its regular customers. The right kind of a druggist is known by everybody, and is everybody's friend. Next to the doctor, his advice is sought more frequently than that of anybody else, and he holds more neighborhood secrets than anybody else.

Cannot Be Eliminated

Such a store cannot be eliminated. It is too useful; it forms too important a link in the business chain. And there are already many evidences of the fact that the neighborhood drug store, even in rural communities, is falling in step with the many changes which are taking place in the character of the modern drug store and the many sided service which it renders to the public.

It is stated on good authority that—aside from the traditional lines of drugs, medicines, etc.—there are now no less than 144 different lines of sundries carried by drug stores. These include types of merchandise belonging in the fields of the grocery, the bakery, the candy store, the hardware store, the music store, the book store, the restaurant, the stationery store, and the dry goods store. Many of the big city and "down town" drug stores now resemble department stores, except that the sundries they carry are confined chiefly to articles of personal use, and general merchandise items which are small in bulk.

It is quite noticeable that the drug stores in suburban towns surrounding large cities are beginning to get in line with many types and kinds of sundries; and, as stated above, that the small town and rural drug stores are showing a strong tendency in the same direction. Thus the drug store as an institution will, in the future, be in position to render a still broader public service, increase its business, and draw new customers to its doors.

These are important facts for the manufacturer to con-

sider. Another phase of the subject, of perhaps greater importance, is the fact that over half the population of the country is not within easy reach of the department stores, and lives in or near towns so small that the "down town" stores are actually neighborhood stores. Thus over 50 per cent of the possible consumers of a line of goods appealing to the masses is to be found in communities which must buy through the small drug store if they buy at all, and the manufacturer who is ambitious to achieve national acceptance of his goods will do well to think twice before he snaps a finger of contempt in the direction of the small drug store and confines his selling effort to the department stores, the chain drug stores, and the "down town" stores.

The Drug Store Potentiality

It is natural, of course, to follow the lines of least resistance, and to seek business where there is the most attractive opportunity for big sales and quick turnover. The big buyers are the ones which loom up on the sales horizon, and the manufacturer concentrates his effort upon them. But "many a mickle makes a muckle," and the Bible counsels us to "despise not the day of small things." The neighborhood druggist, the small town and rural druggist, are not the biggest fishes in the pond, but there are a lot of them.

And some of the small town druggists are not so small, at that. In the average thriving village of two or three thousand people, you will find one and sometimes two excellent drug stores. These not only cater to the village population, but to a considerable area of farming country. They are the only stores which carry toilet articles. They are business centers and in a sense social circles. Since prohibition became the law of the land, the drug store is about the only place where a thirst may legitimately be quenched. Young people gravitate naturally to the drug store in the evening, and young people buy a large proportion of toiletries of all kinds.

The purchases of one of these neighborhood or small town drug stores are not large, but it is not difficult business for the jobber to handle. So far from finding it irksome, he likes it. The small druggist's orders for toilet articles come along occasionally, in conjunction with orders for other merchandise, and the whole order is shipped out at once. The jobber's salesman covers most of the neighborhood and small town stores every two weeks or once a month, and takes away a sizable order from nearly every store he visits.

It is the big city store that nowadays orders over night, and buys in twelfths of a dozen dribblets. The small town and neighborhood stores are far more likely, small as they are, to order in dozens.

Deserves Hearty Support

In so far as the cut price evil is concerned, the city neighborhood stores suffer from it, but not the great majority of village and rural stores. With no price cutters to compete with, they go serenely along, maintaining, as a rule, the manufacturer's suggested retail prices. Hence they make a good profit, and the man who makes a good profit on a line of merchandise is likely to be a satisfied customer who will build up a permanent business for the manufacturers whose goods he carries. The combination of a satisfied merchant and a bunch of satisfied consumers is a mighty good thing to have—even if the merchant is a little chap and his community merely a village surrounded by farmers.

The small town druggist is here to stay; the neighbor-

hood druggist in the big cities is here to stay. And it would seem that the manufacturer ought to stand behind this great army of druggists, and do all he can to help them along. Just how this is to be done is a question which every manufacturer will have to work out for himself.

The matter of advertising is one thing that should receive careful consideration. There has been of late a gratifying increase in perfume and cosmetics advertising in the women's magazines, but the greater part of it appears in those magazines whose circulations are largely confined to the cities and large towns. Of course these are big markets, and need support by advertising. Besides, the manufacturer likes to see his beautiful copy in the high class publications which go to the best classes. But such advertising has the stiffest kind of competition to meet—both in the pages in which it is printed, and in the stores where the readers of such magazines do their buying.

Advertising Media

There are very excellent magazines which cater almost exclusively to the small town and rural population. Some of these have surprisingly large circulations, and reach at least a few families in every small town, crossroads hamlet and remote rural district in the country. They have the advantage, too, of being carefully read; often such a magazine, a farm paper and the local weekly are the only periodical reading matter which goes into the home. And they print a great deal of matter which is not only interesting and entertaining to their wide circle of subscribers, but useful as well.

The manufacturer who has the distribution to warrant it will do well to consider the use of such magazines, and thus materially aid the small druggist in disposing of his merchandise, instead of leaving him to his own devices.

Another means for reaching the patrons of the small town druggist is through the columns of their local papers. The customers of the neighborhood stores in the cities are as a rule very well covered by the city newspapers and general magazines, and thus reap the benefit of city circulations. But when you get out into the great field which is not covered by the city papers, the small local dailies and weeklies do excellent work for the advertiser. Very often they sell goods to an extent far out of proportion to the cost of their space; this is true because they are carefully read by every member of the family, and because the small amount of advertising they carry lessens competition. The manufacturer with the only talcum powder advertisement in a newspaper reaching 5,000 people has something that is not to be sneezed at—small as that circulation may be when compared with that of a great city newspaper.

There are other ways of helping the small druggist. A selling and price policy which plays no favorites is one way. Good window displays and counter cards and other suitable dealer helps constitute another way. And a thorough and sympathetic study of the field and its possibilities will suggest still other ways to the individual manufacturer who realizes that national distribution cannot be achieved by sales and advertising methods which reach less than half of the consuming public of the country.

Anxiously Awaited

(Sabra Company, Toilet Preparations, Worcester, Mass.)

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW is anxiously awaited each month and read from cover to cover several times.



OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Following the publication of our February report of the activities of the Flavoring Extract Manufacturers' Association of the United States D. T. Gunning, president; Thomas J. Hickey, general counsel and executive secretary, as well as the other officers and committeemen, have proceeded with their usual vigor in taking care of the interests of the industry and the individual members.

The only official general circular issued to the membership concerned the much lamented death of Richard Hewitt Bond, first vice-president and chairman of the legislative committee for many years. A suitable obituary notice will be found on page 25 of this issue.

Mr. Bond's death recalls an extremely interesting feature of the Boston convention of the association in June, 1924, when he was elected president by acclamation. As a tribute to his loyalty and devotion to the industry the nominating committee decided to name him for advancement from the vice-presidency to the presidency and so reported to the convention. The motion was carried unanimously.

President-elect Bond, in resigning the office, said:

"I want to say that this is a compliment that I do not remember ever having been passed to any man in any organization. I am deeply grateful for it."

Mr. Beggs and others spoke eulogistically of the services for many years of Mr. Bond as vice-president and chairman of the legislative committee, which offices he preferred to the higher honor, and he was promptly made his own successor in those important positions.

Interest is already being aroused in the forthcoming eighteenth annual convention of the F. E. M. A. which will be held at Richmond, Virginia, on Wednesday, Thursday and Friday, June 1, 2 and 3. The headquarters will be at the Hotel Jefferson. The local committee of arrangements will do everything to make the entertainment features thoroughly enjoyable and the business meetings will be filled with discussions of and action on numerous matters of interest to every firm engaged in the flavoring extract industry.

SODA WATER FLAVORS MANUFACTURERS

Subsequent to our February report the various activities of the National Association of Manufacturers of Soda Water Flavors have been progressing with the usual diligence under the guidance of August Peter, president, and Thomas J. Hickey, general counsel and secretary.

The subjects handled during the month have been chiefly of a routine character and the members affected have been duly advised through correspondence. The Association has taken an active part in the fight against unfavorable legislation, working with other organizations.

NEW BRITISH PRESERVATIVE RULES NOW IN EFFECT

New regulations regarding the use of preservatives in food products have been issued by the British Government. They have recently been put into effect. The following statement abstracted from the regulations indicates the definition of preservative which has been adopted and lists the products in which preservatives may be used under certain definite conditions:

"Preservative means any substance which is capable of inhibiting, retarding or arresting the process of fermentation, acidification or other decomposition of food, or of masking any of the evidence of putrefaction, but does not include common salt (sodium chloride), saltpetre (sodium or potassium nitrate), sugars, acetic acid or vinegar, alcohol or potable spirits, herbs, hop extract, spices and essential oils used for flavoring purposes, or any substance added to food by the process of curing known as smoking.

"The following articles of food may contain a preservative of a certain nature and proportion, as set out in the regulations, but in all these cases they must bear a distinctive label to that effect: Sausages and sausage-meat containing raw meat, cereals and condiments; fruit and fruit pulp, not dried (strawberries, raspberries and other fruits); dried fruit (apricots, peaches, nectarines, apples and pears); raisins and sultanas; unfermentable grape juice and non-alcoholic wines, cordials and fruit juices, sweetened or unsweetened; jam (including fruit jelly prepared in the way in which jam is prepared, but not including marmalade made from citrus fruits); candied peel; sugar (including solid glucose); corn syrup (liquid glucose), gelatine, beer, cider, alcoholic wines, sweetened mineral waters, brewed ginger beer, coffee extract and pickles, and sauces made from fruit or vegetables."

The new regulations are of interest and importance to any-one shipping products of this class into England.

NEW COLOR MAY BE PERMITTED IN FOOD

The admission of a new fast green dye to the permitted list of coal-tar colors that may be used in goods coming within the jurisdiction of the Federal Food and Drugs Act is being considered by officials of the Bureau of Chemistry, United States Department of Agriculture, according to an announcement by the American Pharmaceutical Manufacturers' Association.

The green color in question has passed the physiological tests required and it is expected a formal food inspection decision authorizing its use in foods will be issued within thirty days. Only such dyes as are free from impurities and are proved by physiological tests to be entirely harmless are admitted to the permitted list for use in foods. Food dyes are used principally in confectionery, bakery products and beverages.

Court Ruling on Flavor Labels

*Judge Geiger in "Smack" Case Gives
Interpretation of Food and
Drug Law Issues*

Some extremely interesting points raised in the matter of labeling flavors under the Federal Food and Drugs Act, with special reference to designations of product of an artificial nature, have just been decided in favor of Smack & Co., of Chicago, by Federal District Judge Geiger as noted briefly in our PURE FOOD AND DRUG NOTES.

The product originally was marketed as "Grape Smack," but the Washington authorities objected to the word "Grape" and it was discarded. The simple name "Smack" was adopted and again there was a seizure. In the new proceeding the Government tried to introduce evidence of the previous "Grape Smack" use, but was unsuccessful, the court deciding the issue on conditions "as is," not "as was" as affecting "as is."

After referring to the previous prosecution, Judge Geiger takes up the subject of names for products and labeling, under his view of the Federal Food and Drugs Act, with special reference to imitations and synthetics that is of importance, as being the first opinion of a Federal judge that has gone into these numerous points in any similar case. In part, Judge Geiger says:

* * * "That an analysis of the product in question discloses the presence of certain ingredients or constituents, among them water, sugar, tartaric acid, ash, vanillin, and others said to contribute severally to physical properties, flavor, color or the like. The Government witness, upon his direct examination, also testified to the presence of approximately 5 per cent of grape juice; but, I believe, upon his cross-examination, failed to sustain that position when he admitted that his conclusion was based wholly upon finding in the product certain ingredients also present in natural grape juice, such as tartaric acid and ash. This infirmity of his testimony seemed to me to be conclusive against the Government when claimant denied the introduction of natural grape juice, but asserted that the ingredients testified to by the Government witness arose not upon the introduction of natural grape juice, but through synthetic introduction as a part of the formula for the entire synthetic product. The Government witness likewise testified that the beverage prepared from this base resembled grape juice in its fluid consistency, color, and taste—indicating the particular synthetic elements capable of producing color and taste, respectively.

"It was, and it must be, conceded that the term 'Smack' is arbitrary and not at all representative of any known product, its consistency, ingredients, its food or other qualities, place of manufacture, or the like. It is distinctive within all the positive and negative tests recognized in the administration of the food law, and in its consideration by the courts. *U. S. v. Coca Cola Co.*, 241 U. S., 265, p. 286.

"The name, so the lexicons tell us, has as its synonyms taste, flavor, tang, tincture; also touch, tinge, dash, spice, infusion, sprinkling, little, small quantity.

"Therefore, the name, at most, would indicate that the product contained a 'smack' of something. This thought,

however, need not be pursued because the Government does not contend that the name or the label, as now constituted, is misrepresentative in having a tendency to deceive or to inculcate the belief that any particular known article of food is comprehended. Nor in the proofs adduced is there any basis to find that the product, since the condemnation of the former label, has been sold or offered for sale as 'any other food product, mixture, or compound.' In other words, the case is not within the doctrine of *'Weeks vs. U. S., 245 U. S. 618.'* Therefore, the Government's case, in its most favorable light, is reduced to this: May an article put out, offered, or shipped, under a name arbitrary, not in the slightest degree representative or misrepresentative, be excluded from interstate commerce because in its color, aroma, taste, and fluid consistency, it or the product developed from it, may prove, is, or may be designed to be, imitative of other known products.

"Clearly, if the Government's position can be maintained, then the name or branding can be eliminated from consideration in every instance where synthetic products having truly arbitrary, non-representative names, may be the subject of shipment. Non-branding may become mis-branding. This strikes me as being true, both of food and drugs. The susceptibility of being found to have color, taste, or consistencies like that or those of known food products would not only bar arbitrarily distinctive names as affording protection, but would require, if the articles are to be shipped at all, a statement not only accurately designating the product imitated, but also assurances possibly of the perfection and either the singleness or the scope of imitation. If a synthetic product could disputably be urged to have the flavor, or a smack of more than one known product, fairness to the law should require statement of the justifiably possible range of imitation. The thought was suggested upon the trial of this case when, after hearing the Government's proof, claimant's representative, during recess, purchased several bottles of different kinds of grape juice on sale at drug stores, and in court pointed out a range of colors and other attributes upon comparison with each other and with 'Smack' as developed from claimant's concentrate.

"It is well known, for example, that different varieties of the same fruit have different flavors, consistencies, and other properties or attributes, either in their natural state or upon being subjected to varying processes in preparation for consumption. It is, likewise, well known that as between different varieties of fruits, flavors, colors and the like seem to appear in common. It is difficult, at times, to distinguish jellies. Juices expressed from grapes vary as widely and as fundamentally in the attributes of color, taste, and aroma as the grapes themselves; and, as is well known, some of them in their natural state approach very closely to and are quite indistinguishable from the natural juices of other fruits. As above indicated, if a distinctive name given to a wholly synthetic product must still have added to it some statement or legend because of the susceptibility of its being mistaken for

some natural product, the query arises respecting the reduction of this legal obligation to concrete terms.

"Counsel for the Government insisted in argument that claimant here would not be satisfying the law if, in addition to the word 'Smack,' it added 'A Wholly Synthetic Beverage,' and it seemed to think that the law would be satisfied if the product were marked 'Imitation.' Manifestly, this could serve no purpose unless a further statement indicating the subject of imitation were added. And, if such statement were added, the producer and seller would still be obliged at his peril, against his will, and, perhaps, contrary to the fact, to represent what might be said to be the genuineness and the perfection or the scope of his imitation.

"In the Coca Cola case supra, the court clearly points out the considerations involved in determining distinctiveness of name, saying:

"Thus, soda water is a familiar trade description of an article which now, as is well known, rarely contains soda in any form. Such a name is not to be deemed either misleading or false, as it is, in fact, distinctive. But, unless the name is truly distinctive, the immunity cannot be enjoyed; but it does not extend to a case where an article is offered for sale "under the distinctive name of another article." Thus, that which is not coffee, or is an imitation of coffee, cannot be sold as coffee; and it would not be protected by being called "X's Coffee." Similarly, that which is not lemon extract could not obtain immunity by being sold under the name of "Y's Lemon Extract." The name so used is not "distinctive," as it does not properly distinguish the product; it is an effort to trade under the name of an article of a different sort. So, with respect to mixtures or compounds, we think that the term "another article" in the proviso embraces a different compound from the compound in question. The aim of the statute is to prevent deception, and that which appropriately describes a different compound cannot secure protection as a "distinctive name."

"A "distinctive name" may also, of course, be purely arbitrary or fanciful and thus, being the trade description of the particular thing, may satisfy the statute, provided the name has not already been appropriated for something else so that its use would tend to deceive."

"Therefore, the clause of the statute: 'If it be an imitation of or offered for sale under the distinctive name of another article,' seems to me to deal first with imitations, that is, things patterned after, or a copy of, or made in simulation of another article and, as such, offered or put out as the genuine; second, articles, whatever they may be, whether imitation or not, which are put out under the distinctive name of another article. The statute condemns the use of means which, being used, arouse the belief that one thing is really another.

"It is my judgment that the limitations of the statute are such that the case before us is not comprehended; and this view necessarily excludes from the case the testimony dealing with the former practices of the claimant.

"A decree dismissing the libel may be entered."

Guadaloupe Vanilla Duties Revised

Guadaloupe export duties on vanilla and vanillons, coffee and cacao, have been changed from a specific to ad valorem basis under a decree published in the French *Journal Officiel*. The new export duties range from 2.50 per cent to 5 per cent, the exact rate depending on the value of the products.

PURE FOOD AND DRUG NOTES

In this department will be found matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc. It is advisable also to look at our WASHINGTON CORRESPONDENCE, SOAP SECTION, and other departments for further information.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 14,601 to 14,650, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of special interest to our readers:

14,601. Misbranding of lemon paste; U. S. vs. 36 cases of lemon paste; consent decree of condemnation and forfeiture; product released under bond of \$150, payment of costs and relabeling. The product had been marked as being "6 5-lb. tins" and "5 pounds." It being a food product in package form the law required it be marked with net weight which was 4½ pounds and the released product was ordered labeled "4½ pounds net weight."

14,619. Adulteration and misbranding of lemon extract. U. S. vs. 10 dozen bottles of Lemon Extract. Default decree of condemnation, forfeiture and destruction. Diluted terpeneless lemon extract had been mixed and packed with and substituted wholly or in part for "Lemon Extract" and the product was so mixed as to conceal damage and inferiority.

ALCOHOLIC EXTRACTS IN SOUTH AFRICA

American flavoring extracts and essences not capable of use as beverages in the condition imported now may be imported into South Africa under a ruling made by the Commission of Customs and Excise, the Department of Commerce is informed. The report states:

The Commission of Customs and Excise has recently ruled that flavoring extracts or essences for use in the manufacture of confectionery, mineral waters, etc., and household spirituous extracts, imported from the United States will be admitted into the Union of South Africa, provided they are not capable of use as beverages in the condition in which they are imported. The decision as to whether such extracts or essences are capable of use as beverages will be based on the reports of the government's analyst. The authorities previously had held that such goods from the United States were prohibited from entry into South Africa under the provisions of act 14 of 1921 and Section 25 of the customs management act of 1913.

This ruling is subsequent to one issued last year by the Commissioner that syrups, fruit juices and flavoring extracts imported from the United States which contain more than one-half of 1 per cent of alcohol by volume, and therefore come within the definition of intoxicating liquors contained in the Volstead Act, were prohibited imports. Inasmuch as shipments are being refused entrance into the Union in increasing numbers, it is necessary that American manufacturers shipping to South Africa exercise caution in ascertaining that the alcoholic content of their products meets with the South African requirements.

The Union of South Africa has a statute which prohibits the importation of wines or spirits from any territory where their sale or use is prohibited. The United States was proclaimed to be such a territory, Sept. 17, 1921.

REVEALS SOURCE OF GRAPE FLAVOR

Taste can not be relied upon always to determine the source of flavor in beverages and other grape products; at least not to the satisfaction of food and drug officials of the United States Department of Agriculture. These officials have long needed an accurate method of checking up on imitation and true grape flavors. Accordingly, J. W. Sale and J. B. Wilson, chemists of the food and drug office, have recently perfected a method, mathematical in its accuracy, by which they can distinguish between synthetic grape flavor and that from the true fruit.

Flavor in grapes, as has long been known, is a matter of the presence and distribution of certain chemical compounds among which are volatile acids and esters. Their chemical character is not well understood as yet and not all of them can be measured. Exact quantities of one known as anthranilic acid ester, however, can now be determined accurately and quickly, by the new method developed by Sale and Wilson. The determination of anthranilic acid ester was found to be a valuable index to the variety used in making a certain grape juice of other true grape products. In analyzing 55 varieties of grapes they found the quantity of volatile esters to vary in each variety in direct proportion to the intensity of flavor and aroma.

The investigations also showed that anthranilic acid ester, which is the characteristic flavoring constituent of Concord and other grape juices, tends to disappear from grape juice which is stored. One sample stored for 5 years had lost all of the ester, whereas a sample of fresh juice contained 2.08 milligrams per liter. This may explain the fact that certain commercial grape juices lose their flavor when stored for a period of years.

It was also found that these flavoring constituents are not found only in the skins of grapes but, contrary to general opinion, are also distributed in the pulp in substantial amounts. Nearly as much volatile flavor remains in the pomace or marc as is contained in the expressed juices.

The data compiled from this study will be of value to viticulturists who wish to determine botanical origins, to manufacturers of grape juice, and to food officials who regulate the sale of true and imitation grape products.

FUNCTION OF CARBONIC GAS IN BEVERAGES

A bubble may be only ephemeral, but if it is a globule of carbonic gas in your favorite beverage it has important work to do and does it well, says Dr. J. W. Sale, Chemist in Charge, Water and Beverage Laboratory, Bureau of Chemistry, United States Department of Agriculture.

Addressing the fifty-fifth annual meeting of the American Public Health Association, Dr. Sale declared carbonation prevents the presence of harmful germs in a bottled carbonated beverage, commonly known as "soda water."

"Carbonated water," says Dr. Sale, "is used in the manufacture of soft drinks to give a pleasant sharp taste. The bubbles of gas rising up through the liquid when poured into a glass give the beverage an attractive appearance. Carbon dioxide not only inhibits the growth of bacteria, yeasts and molds, but actually exerts a distinctly harmful effect upon members of the colon typhoid group. The medicinal value of carbon dioxide, supplied in the form of carbonated beverages, is based on clinical evidence and such beverages are well thought of by some clinicians for lessening nausea and gastric distress."

PATENT OFFICE NEEDS LARGER STAFF

WASHINGTON, March 15.—Thomas E. Robertson, commissioner of patents, in his annual report urges the need of more examiners for the Patent Office so as to cope adequately with the constantly growing demands upon it.

After three years of steady progress, the Commissioner points out, during which the cases in arrears were reduced by 35,000, because of radical reductions in its professional personnel, the Patent Office is now unable to handle the work as fast as it is received. During the two fiscal years 1925 and 1926 the Patent Office enjoyed annual appropriations amounting to about \$180,000 for the employment of 100 temporary examiners. For the current year, instead of this amount, only \$25,000 is available. This situation has necessitated a reduction in the examining corps, exclusive of principal examiners, from 560 to 485.

The present force, the Commissioner points out, is obviously inadequate, especially in view of the increasing amount of work. As an indication of this, the report shows that in two years the new cases have increased by 10,000 and the amended cases by 48,000.

During the last fiscal year the Patent Office handled 110,030 applications, an increase of 6,439 over the figure for 1925. With the exception of 1922, when patent applications withheld during the war were submitted in abnormally large numbers, the number of applications filed during 1925-26 was the largest in the history of the Patent Office.

Detailed statistics show that applications for patents for inventions, designs and reissues increased from 82,213 in 1925 to 85,279 in 1926; and trade-marks, labels and prints from 21,378 to 24,751. Fees collected and turned into the Treasury amounted to \$3,457,774, the largest figure for any year in the history of the Patent Office, and \$186,000 more than in the previous fiscal year.

During the fiscal year the Patent Office disposed of the enormous number of 5,771,000 printed copies of patents—an increase of 530,000 over the figure for 1925.

Through the medium of these factory inspections, as well as by means of chemical analysis when necessary, it is possible to determine what particular food and drug commodities are adulterated or misbranded and what particular types of violations are to be anticipated, and to segregate the comparatively small section of the industry which is doing a questionable business."

OLIVE OIL PRODUCTION ESTIMATE

The *International Crop Report and Agricultural Statistics*, published by the International Institute of Agriculture, contains the following forecast of the world production of olive oil in thousands of gallons:

Countries:	1926	1925	Aveg. 1920-1924
Europe—			
Spain	67,214.0	94,899.2	87,847.4
France	2,317.6	2,027.9	2,675.1
Greece	30,418.6	16,625.9	26,336.7
Portugal	4,635.2	11,139.0	8,404.2
Total	104,585.4	124,692.0	125,263.4
Asia—			
Syria and Lebanon....	4,055.8	2,821.7	5,040.8
Africa—			
Algeria	3,186.7	7,246.1	7,926.1
French Morocco....	1,303.7	2,897.0	1,917.8
Tunis	11,588.0	9,849.8	8,169.6
Total	16,078.4	19,992.9	18,013.5
Grand total.....	124,719.6	147,506.6	148,317.7

Cedar Wood Oil As Raw Material

By W. A. Poucher, London

Author of

"Perfumes and Cosmetics"

When cedar wood is referred to in the perfumery trade the oil is always associated with the tree known botanically as *Juniperus Virginiana* L., a shrub or lofty tree widely distributed in North America and belonging to the family *Pinales*. The word cedar however is by no means confined to this particular species but is used in different countries for several different kinds of trees. This may be accounted for by the fact that when countries were first visited by explorers and settlers, the typical cedar wood odor and appearance was noticed in trees growing there, and the members of other families were thus designated cedar. The name was originally restricted to species belonging to the *N. O. Coniferae*. Instances of the present diversion are Guiana cedar from *Icicia Altitissima* N. O. *Burseraceae* and Queensland cedar from *Pentaceras Australis* N. O. *Rutaceae*. Cedar has been known since the earliest times and was referred to by Moses in Leviticus 1490 B. C. There is no clear indication as to which tree this could have been since the Israelites were in the wilderness and Lebanon cedar would thus be precluded. Some 500 years later however, Lebanon cedar was distinctly specified by Solomon when he sent to Hiram. 1 Kings v. 6. 1014 B. C.

Juniperus Virginiana is widely distributed throughout the United States of America. It is pyramidal in form and attains a height of from 50 to 80 feet. The red aromatic heart wood is very dense and durable. For many years it has been used in the manufacture of lead pencils and small ornaments. Tennessee is the leading centre for the production of the wood and a considerable amount of the oil is distilled in or around Nashville. Two oils are obtained by different methods, the most important being by water or steam distillation. A lower grade oil having less intensity of odor is obtained as a by-product from the drying kilns which are so arranged that the vapors may be conveniently condensed. The heat used for drying the wood is not sufficient to dislodge the higher boiling constituents of the oil: the lighter constituents thus only coming over into the condensers. This oil is of little value in the perfumery industry and is probably used as a preservative for other expensive woods. While a quantity of cedar wood is distilled as such solely for its essential oil, the latter is largely obtained from the waste material accumulating as shavings in lead pencil factories, both in America and Bavaria. The yield of oil is about four per cent. The principal constituent is a sesquiterpene called cedrene; cedar camphor (cedrol), *pseudo* cedrol and cedrenol being also present.

Cedar wood oil is a colorless or yellowish white somewhat viscid liquid having a pleasant and persistent violet like odor. On account of its strength and cheapness it is a valuable raw material for the soap perfumer. In perfumes of the violet type it may be used to the extent of 20 to 30 per cent but in other compounds in combination with terpineol, geranium etc. about 10 per cent is sufficient providing the cedar wood odor is not to predominate. In small proportions the oil is a valuable constituent of compounds used for per-

fuming toilet articles of all kinds. For instance when blended with sandalwood, rose, geranium, heliotropin and musk ketone it makes a very inexpensive base for toilet powders required for a competitive market. When blended with patchouli, sandalwood, cascarilla, etc., it makes an excellent compound for perfuming fumigating papers, incense and cigar boxes. Altogether cedar wood oil is a valuable perfumery raw material and should never be disregarded on account of its cheapness. It is sometimes used also in Eau de Botot when it is combined with lavender, rose, peppermint, myrrh and rhatany.

The Indian cedar tree *Cedrus Deodara* Loud, grows largely on the Himalaya Mountains where it attains a height of 100 ft. It is similar in habit of growth to the cedar of Lebanon and its timber is a valued commodity in India. Here it is largely employed in the production of railway sleepers and the waste wood has been subjected to distillation. The oil has an odor somewhat dissimilar to that from *Juniperus Virginiana* and according to Roberts¹ this is due to the presence of from 2 to 10 per cent of a ketone which he stated was probably p-methyl Δ^3 tetrahydroacetophenone. This has since been confirmed by Simonson and Rau².

In 1915 samples of this oil were submitted to various users in the perfumery trade who regarded it as a good substitute for the American oil, but since the cost of production, etc., was so high it was not considered a commercial proposition.

Atlas cedar oil from *Cedrus Atlantica* Manetti is a viscid, yellowish liquid having a balsamic odor. It is used principally in medicine. The tree grows on the Atlas Mountains of Algeria and is closely related to the Lebanon Cedar.

Lebanon cedar from *Cedrus Libani*, Barr has been subjected to distillation with a yield of about 3 per cent of a lemon yellow oil of balsamic odor. Those desiring a list of all the so called "Cedar Woods" should consult the Report of Schimmel & Co., October, 1913, p. 38 and 39.

¹Trans. Chem. Society. 1916. 109. 791.

²Indian Forest Records 1922. 9. 123.

EX-SHAH TO SELL PERFUMES

As a perfume dealer selling delicate scents from his native Persia, the vale of Kashmir and other Oriental lands of mystery and incense, Ahmad Majar, deposed shah of Persia, hopes to recoup his broken finances, says a news bureau despatch from Paris.

Since his flight to Paris in 1923, even before Reza Khan deposed him, this last ruler of the Majar dynasty has become known to the boulevards, the gambling casinos and the gayest spots of the city. Despite his drastic reductions in the expenses of his establishment the former shah feels that he must turn to a business career. Paris, ever delighted with exotic perfumes, will be quick, he thinks, to buy the rare creations of the country Ahmad knows so well, where hundreds of years ago roses, lilies and other flowers were packed away in jars to be used years later in some dainty boudoir.

Perfume and Soap in Courts and Customs

MULHENS & KROPFF SEEK INJUNCTION

An injunction is sought by Mulhens & Kropff, Inc., New York City, restraining Ferdinand Muelhens, Inc., from selling toilet articles in the United States under the trade mark "4711" and from publishing the statements that Ferd. Muelhens, Inc., is selling only "Genuine 4711 Eau de Cologne," and from otherwise interfering with the sale of Mulhens & Kropff eau de cologne and other toilet articles.

The action is being brought in the United States District Court for the Southern District of New York and was brought after advertisements were inserted in New York newspapers and other publications in which it was alleged that the defendant's preparations were the only ones made according to the original "4711" formula.

SEQUEL TO LE SHONE DE PARIS RAIDS

The wholesale alcohol raids in this city in the latter part of 1925 have just had a sequel. Sensational articles in the daily newspapers then told of numerous arrests and indictments growing out of the operations of Albert Rolls, trading as Le Shone de Paris, Inc., at 4 West 16th street, which went into bankruptcy in September of that year. Violations of the prohibition law were charged against the Olivet Distributing Co., of 250 Hudson street, and thirteen other government licensed denaturing plants in this district. Numerous arrests of officers and employees of the plants were made.

Exposure of the fact that Le Shone de Paris was operated as a trap to catch violators of the prohibition law was made in Congress by Representative LaGuardia, who charged that the government financed the business. He charged also that Rolls and associates acting for the government sold 7,650 gallons of denatured alcohol to firms for conversion into alcoholic beverages. No explanation has appeared of the bankruptcy operation, but reports differ regarding Rolls's status. It is claimed for him that the profits of the illegal traffic went to the government, while it is also alleged that for a time Rolls received \$1,000 a week as a Federal agent for operating the trap.

The indictments against the Olivet and other companies never were moved for trial and within the month have been dismissed by the government, for lack of convincing evidence, thus ending the "gigantic alcohol plot" episode.

Prices Maintained in Australia

In the Supreme Court, Melbourne, Australia, recently, Mr. Justice Mann granted an injunction restraining O. Rubenstein, grocer, Richmond, from selling soap manufactured by the Palmolive Co. (Australia), Ltd., at a price lower than that fixed in an agreement between the company and the defendant. Plaintiff company is registered in New South Wales, but carries on business in Victoria and elsewhere. By an agreement made in June, 1925, between plaintiff and defendant, the latter agreed to maintain certain fixed prices, among which was Palmolive Soap at 7½d. per tablet. Rubenstein, it was alleged, sold the soap at 5½d. per tablet. His Honor granted an injunction restraining Rubenstein from selling the soap below 7½d. until December 31, 1926, on which date the agreement expired.

FINAL DECREE IN VACUUM PATENT CASE

In a decision handed down recently by the United States Circuit Court of Appeals, the decision of Judge Knox, of the U. S. District Court, in the case of the Standard Automatic Machine Co. of Rochester against the Karl Kiefer Machine Co. of Cincinnati, O., was affirmed. The decision was rendered without the formality of a regular judicial opinion.

This decision finally terminates the litigation between these two companies in the matter of the patents on vacuum type filling machinery in favor of the Karl Kiefer Machine Co. The litigation which started in 1923 was brought by the Standard Automatic Machine Co. for alleged violation of patents Nos. 1,416,345 and 1,418,203 for bottle filling machinery and Judge Knox handed down a decision upholding the claims of the Karl Kiefer Machine Co., but dismissing the counter claim of that company in August, 1925. The case was thereupon carried to the United States Circuit Court of Appeals and the decision of this court has just been handed down.

OWENS ASKS PATENT SUIT DISMISSAL

The Owens Bottle Company and the Libbey Owens Company have asked Federal Judge Killits in Ohio to dismiss the suit for millions brought against them by a German syndicate over patent rights and asked for an enjoining order against the German syndicate from asserting any claims to patents on the Colburn sheet glass machine or the Graham flow feed type of bottle machine. In their answer the Toledo glass companies claim they purchased these Graham patents development after the contract made with the German syndicate. They further set up that the German syndicate is not a corporation, but a limited partnership dissolved January 6, 1920, and therefore had no right to bring suit here.

They further claim the German syndicate violated the contract itself in many ways and allege the syndicate made no efforts to co-operate with them in developing the suction type bottle machine.

Toilet Goods Maker Sues Express Company

Damages of \$20,000 are asked by George H. Washington, manufacturer of toilet preparations in Indianapolis, from the American Railway Express Company, in a suit filed recently in the United States District Court. The complaint alleges that the express company agreed to make delivery of certain goods by August 25, 1925, but that the goods did not arrive in Indianapolis until September 3, the delay causing the manufacturer to lose certain contracts.

Coty and Houbigant Injunction

Coty, Inc., and Houbigant, Inc., New York City, have been granted injunctions against the Milton Cahn Co., Inc., and Milton Cahn individually, on account of the sale of "Flaconettes" alleged to contain Coty's and Houbigant's perfumes.

The claim of adulteration made in the suit brought by each perfumer was not contested.

Toilet Preparations at British Industries Fair

Soap, Perfume and Cosmetic Manufacturers Form Important Division of Chemical Section

LONDON, March 15.—The British Industries Fair is a healthy and growing institution. As usual, it is being held in two sections this year, chemicals, textiles, foodstuffs, sporting goods, etc., at the White City, London, and engineering products and hardware at Birmingham. In the London section this year there are 900 exhibitors in comparison with 750 last year. About 1,600 manufacturers are exhibiting and the importance placed on the fair by world buyers is indicated by the fact that buyers from 34 countries have been attracted to England to study the shop window of British trade. Every country in Europe is represented, in addition to the United States, Argentina, China and even Iceland.

The chemical section is well located immediately inside one of the main entrances to the White City. What strikes one most here, of course, is the dominating influence of Imperial Chemical Industries, Ltd., the \$325,000,000 chemical trust formed last year by the amalgamation of Brunner, Mond & Co., Nobel Industries, Ltd., the British Dyestuffs Corporation, and several lesser concerns. A glance at the classified list of exhibits in the catalogue shows that the activities of the "I. C. I." are included in every section mentioned, from candles to soaps, dyes to drugs and disinfectants, fertilizers to insecticides.

The whole of the Chemical Section is in the capable hands of the Association of British Chemical Manufacturers, and, as one would expect, includes every branch of chemical enterprise carried on in Britain. A careful examination of the section shows that Britain can no longer be lightly regarded as a maker of chemicals, both fine and heavy. Everything in the section is worthy of exhibition and a credit to the makers.

The Imperial Institute display included a diorama of the West African oil palm industry. The scene was laid in Nigeria on the banks of the River Niger, the natural home of the oil palm (*Eldeis Guineensis*). In the middle distance was a steamboat of the Niger Company, employed on transport service on the Niger rivers and creeks. On the right and left were oil palms with the clusters of fruit in the axils of the leaves. A climber was ascending one of the trees to collect fruit-heads. He had round his body the sling made of palm leaf which is in common use on the West Coast. Mixed with the palms were other indigenous plants, including tall grasses and varieties of banana. Young palm trees were seen growing up round the bases of the parent trees and would replace them in due course. On the left were native huts of thatch and clay and in the foreground natives were preparing palm oil.

Arrayed in front of this interesting diorama were a number of products of the oil palm industry, including carboic soap of the West African Soap Co., Ltd., Arapa; many grades of brown palm oil and white palm kernel oil; yellow household soap made from palm oil and kernel oil mixed; copra and coconut oils in various stages of refinement; coconut butter, and blue mottled soap as made in

England and as made in West Africa. The two latter products were strikingly different in appearance.

The exhibits of lime products from Dominica, the world's largest supplier, were of great interest. Samples of distilled oil of limes, citrate of limes, raw lime juice, concentrated lime juice, and otto of limes were on view. Dominica has been found admirably suited to the successful cultivation of vanilla and spices. Cardamoms, nutmegs, cloves and many other spices that thrive well on the island were shown.

The Gold Coast display included a fine show of oil palm products and some interesting samples of the strongly aromatic kuskus grass, at present mainly used to keep moths away from clothes.

An important part of the Chemical Section proper was devoted to soaps, toiletries, cosmetics, perfumes, essences and essential oils. Many interesting and some new products were exhibited. The buyers' catalogue lists 19 exhibitors of toilet sets, 12 exhibitors of disinfectants, 10 exhibitors of soaps, 20 exhibitors of cosmetics and toilet preparations, and 12 exhibitors of perfumes, essences and essential oils.

The very comprehensive display of products exhibited by A. Boake, Roberts & Co., Ltd., London, included fine and pharmaceutical chemicals, solvents, plasticisers, preservatives, essential and terpeneless oils, compounded perfumes and flavoring essences. The exhibit occupied two stands.

Another interesting exhibit was that of W. J. Bush & Co., Ltd., London. Included in the display were essential oils for perfumery and soap industries, essences for confectionery, mineral water and ice cream trades, fine and pharmaceutical chemicals, solvents and plasticisers.

A complete range of toiletries was shown by Cussons, Sons & Co., Ltd., Manchester, including "Mists of the Moon" perfumery en suite, "Maydew" toilet preparations and soaps and a series of unique novelty soaps.

At the stand of Charles Midgley, Ltd., Manchester, generous samples of Medicura soap were being distributed to buyers and public alike. The firm exhibited a complete range of toilet goods.

An unusual toilet product was shown by the Zo-Glo Beauty Powder Co., London, in the shape of a complexion powder produced from an earth deposit discovered in New Zealand. The peculiar nature of its color suits both blondes and brunettes.

One of the best exhibits devoted exclusively to soaps came from the Fairy Soap Works of Thomas Hedley & Co., Ltd., the display including Fairy (olive oil) soap, Fairy carboic, Fairy flakes, Fairy toilets, bar soaps, naphtha soaps, towel soaps, transparent soaps, toilet soaps, laundry soaps and powders.

Another artistic display was that of the Erasmic Co., Ltd., Warrington. Among this firm's exhibits were the well-known "Peerless" soap, shaving sticks, "Kiddy" preparations, La Reine d'Egypte, Himalaya Bouquet, and Old London Lavender series.

Allwood Brothers, the famous carnation growers of Hay-

wards Heath, showed at their stand that they have thoroughly developed the toiletry side of their industry. Besides fragrant bunches of carnations their exhibit included carnation floral essence obtained from the actual flowers, carnation soap, pot pourri, compressed blossoms, sachets, and carnation bath crystals.

Obliquened refill lipstick, obliquened refill shaving stick and obliquened perfume founts were attractive novelties at the stand of Flamingoes, Ltd., London.

Powder puffs of every possible description were shown by the Rambit Puff Co., Kenley, with bowl puffs fitted for lidless bowls as a specialty.

In the Electroplate Section of the fair there were seven exhibitors of electro-plated toilet ware and 23 exhibitors of general electro-plated fancy articles.

Other exhibitors of cosmetics and toilet preparations whom it is impossible to describe individually owing to limitations of space, were Ayrton, Saunders & Co., Ltd., Liverpool; Boots Pure Drug Co., Ltd., Nottingham; British Drug Houses, Ltd., London; W. B. Cartwright, Ltd., Rawdon; County Chemical Co., Ltd., Birmingham; Dental Manufacturing Co., Ltd., London; Dunnips, London; General Kaputine Syndicate, Ltd., Manchester; Gladys Cooper's Beauty Preparations, Ltd., London; May & Baker, Ltd., London; Thomas Morson & Son, Ltd., London; Robert W. Phillips, Ltd., London; Redio Co., Ltd., Kingston-on-Thames; Spencer Brothers, London; and Stratton & Co., Ltd., Birmingham.

The influence of toilet products extended far beyond the sections touched upon. There was much of interest that cannot be mentioned here. The stand frontage measured nearly five miles, so that obviously only a mere fraction of the sights can be chronicled. The fair unfolded a graphic vista of British industry that could not otherwise be obtained. Tens of thousands of buyers attended the fair and business running into many millions of pounds sterling was transacted. Over 40,000 home buyers and 2,000 foreign buyers visited the fair during its first week.

LONDON FANCIES IN SPRING COSMETICS

(Special Correspondence)

LONDON, March 15.—Here is a peep into milady's make-up box for the spring. Foremost among the new artificialities is pearl enamel for the nails. Fashion's passion for pearls has gone to that length, and all the best nails, it is predicted, will soon be looking like oriental or pink pearls instead of like rouged ivory.

Peach complexions have succeeded the orange and sunburn colors of last season, although the latest lips verge on the ochre shade rather than cherry. Make-up for lips is now as important as anything in the Englishwoman's cosmetic box. In addition to the permanent lipstick, which is impervious to hot coffee, wine or food, the American "Fraci Allumettes," tiny books of lip matches, are finding a large and increasing demand here. They look like the books of matches most women use, but in this case women take out a match and light up their lips.

Londoners are gradually getting back to the delicate peach-blush complexion. It is a make-up that is very beautiful for the blonde. In fact, it seems possible that all the publicity given to the blonde since Anita Loos startled the literary critics has influenced the makers of rouges and powders. One beauty specialist stocks a special kind of lipstick for the shy sort of woman. When put on it is just

a delicate pink, but it gradually deepens with exposure to the air. At first it doesn't look like lip rouge at all.

One of the luxurious beautifiers just now is champagne tonic, which retails at \$4.00 and \$6.00 per bottle. It is a new skin cleanser and tonic, and, after use, a woman feels as if she has drunk a champagne toast. According to one retailer, London women generally are paying more for their make-up. The average price paid for a lipstick is 60 cents, although many popular varieties sell at 35 and 50 cents.

All the necessities of the make-up box are reduced to a minimum of space. Beautiful perfumes are packed in small bottles about the circumference of a quarter. They are in solidified form and are stated to be made from the pure wax of the flowers. They are applied by rubbing into the skin. One of the newest perfumes is called "Vogue," and is a scent of a tantalizingly vague, elusive nature.

Pearl nail enamel retails at anything up to \$2.50 for a large bottle, but it makes the nails look like the best imitation pearls and lasts for a long time. Much greater attention is now being paid to the packing of cosmetics by British manufacturers. Every little pot, tube and bottle is a gem of manufacturing art.

DRUG SECTION ACTS ON LEGISLATION

The Drug and Chemical Section of the New York Board of Trade and Transportation held its regular monthly meeting at the rooms of the Board, 41 Park Row, New York, on March 2.

The principal topic of discussion at this meeting was the report of the Committee on Legislation. The Committee's report included a renewal of the recent protest of the Section against the Hawley Medicinal Liquor Bill and the Committee on Legislation was authorized by motion to continue its efforts to prevent the passage of this measure.

In addition, the Committee on Legislation reported the action it had taken on the so-called Poison Liquor Bill introduced into the New York State Assembly by Assemblyman Edmund B. Jenks. The Committee has written to Mr. Jenks and to about twenty other members of the State Legislature suggesting that the bill be amended. These amendments have since been embodied in the bill.

One amendment exempts from the penalties for redistillation of denatured alcohol all persons authorized to redistill such alcohol by a permit issued by the Federal Government pursuant to the laws of the United States.

The Committee was also instructed to keep in touch with the legislative situation in other states and to take such action as may be necessary when bills affecting the drug and chemical industries were introduced.

The matter of arbitration was again discussed and upon motion of Samuel P. Rigney, of the Roessler & Hasslacher Chemical Co., the Section went on record as approving the idea of arbitration but declining to join the American Arbitration Association. This action was taken because the Section is already provided with sufficient machinery to act in any cases in which arbitration is necessary.

Chairman S. B. Penick announced that he had appointed the Committee on Uniform Contracts of which Charles L. Huisking will act as chairman. It was suggested by Mr. Rigney that the Committee include a standard arbitration clause in drawing up this form of contract.

Plans for the annual drug trade dinner which was held on March 15 were also discussed at the meeting.

Activities of Associations and Societies

DRUG TRADE DINERS HEAR HARRIS AND PECORA

More than 300 members of the manufacturing and wholesale drug trade attended the second annual Drug Men's Get-Together Dinner at the Waldorf Astoria, New York City, on March 15. Prior to the dinner, an hour's informal reception was enjoyed by the guests, a feature which was one of the happiest of the enjoyable evening.

S. B. Penick, chairman of the Drug Trade Section of the New York Board of Trade and Transportation, under whose auspices the event was given, presided as chairman at the dinner. Mr. Penick, in introducing Frank A. Blair, president of Proprietary Association, as toastmaster, spoke impressively on the value of the annual get-together dinners and the necessity for co-operation among the various units of the drug and chemical industry.

Mr. Blair, in opening the program, told briefly the history of the Proprietary Association, referring to it as testimonial of the value and necessity of co-operative effort and of organization. He then introduced Ferdinand Pecora, assistant district attorney of New York County.

Mr. Pecora's address was devoted to the subject of safeguarding business. After outlining his extensive experience in the district attorney's office, Mr. Pecora paid tribute to the recently enacted Baumes laws as deterrents to crime. He stated that since the passage of this body of legislation, crime had materially decreased in the city, but argued that valuable as these laws are, they attack only one end of the problem of prevention of crime and business fraud. He made an eloquent plea for measures on the part of the citizenry which would prevent the youth of the city from turning to criminal pursuits and stressed the value of home training and social welfare work in attaining this very desirable end.

Mr. Pecora called special attention to the recently organized division of the district attorney's office devoted to the prosecution of business fraud and asserted that in its brief existence it had secured 90 per cent convictions on cases brought to its attention. He closed with an earnest plea to the business community to bring to the attention of the district attorney cases of business fraud and to emphasize punishment for crime rather than merely the restitution of property lost through criminal acts.

Mr. Blair then introduced Dr. Louis I. Harris, Commissioner of Health of the City of New York, who followed Mr. Pecora's plea for early training and preventive crime with a stirring address on the necessity not only of these measures but of measures in conserving the lives and health of the community. Dr. Harris attacked the purveyors of impure drugs and the sponsors of fraudulent medicinal advertising, and urged the members of the drug trade especially to co-operate with his department to the end that unfair practices in the drug industry be eliminated.

The success of the annual dinner again gave evidence of the spirit of friendly co-operation which is a growing feature of the New York drug and chemical trade. Trade leaders expressed their belief that this and similar gatherings will be productive of much good for the entire industry and for the public at large.

A. M. T. A. CONVENTION PLANS NEARING COMPLETION

Plans are progressing rapidly for the annual convention of the American Manufacturers of Toilet Articles at Atlantic City May 9, 10 and 11. Programs for both the business and the entertainment features are nearing completion, and it is expected that the convention will be one of the most important and interesting in the long series. The Convention Committee particularly urges all members of the association to plan to reach Atlantic City on Sunday, May 8, so as to be on time for the opening of the convention and the first business session, which will be held on Monday afternoon, May 9.

Among the entertainment features already arranged is the golf tournaments for men and women which will take place on the excellent links of the Northfield Country Club. Since there are two courses at the club, the tournaments will noons will be devoted to this event. On Monday afternoon "Ladies' Day" will be celebrated at the club with a putting and approaching contest in addition to other games.

For those not interested in golf, there will be a sailing and fishing party on the Million Dollar Pier. Another interesting entertainment feature will be a rolling chair parade on the famous Atlantic City Boardwalk.

The evening programs start with the annual theater party on Monday evening. On Tuesday evening there will be a swimming meet in the indoor pool at the Ambassador. The annual banquet will be held on Wednesday evening. It will be featured by a short address by Dr. Curt P. Wimmer, of Columbia University, who will talk on the perfumery industry. This address will be broadcast through station WGP, Atlantic City. The prizes for the golf tournament will be awarded at the banquet and attractive and useful souvenirs will be distributed to both ladies and gentlemen. The annual dance will follow the banquet, closing the convention.

Details of the business sessions are being worked out by the Executive Committee and President Baker, but have not yet reached the point where a detailed program can be given out.

Italy's King Honors Chemists

The King of Italy, through the Italian Ambassador, has conferred the Order of Officer of the Crown of Italy upon three leading members of the American Chemical Society. They are Dr. Atherton Seidell of the United States Hygienic Laboratory, Dr. Charles L. Parsons, secretary of the society, and Harrison E. Howe, editor of the society's journal, all residents of Washington, D. C.

A. S. T. M. at French Lick

The American Society for Testing Materials has set the date and place for its annual meeting and the committee in charge of arrangements reports that it will shortly be able to issue a tentative program for the convention. The society will meet at French Lick, Ind., June 20 to 24, 1927. A booklet describing the numerous features of French Lick will be forwarded to members of the society in the near future.

SOAP AND GLYCERINE PRODUCERS MEET IN CHICAGO

At a meeting of the directors of the Association of American Soap and Glycerine Producers held in Chicago early in this month initial plans for a campaign of cleanliness education were discussed.

It was the general opinion of the board that educational work can be conducted by the industry as a whole upon a higher plane than individual manufacturers can do it, and that a broad program of cleanliness education would be of public benefit, as well as an advantage to the soap industry. It was thought that a cleanliness bureau or institute might well be established, based on public service and so directed as to win the thorough respect and co-operation of other organizations serving the general public, including departments of education and health supported by public appropriation as well as many philanthropic organizations.

Managing director Roscoe C. Edlund, who presented the suggestion for work along this line through the schools to the board, was requested to study these possibilities further, to prepare plans and to proceed with organization as rapidly as he may deem wise.

Results of the radiator glycerine advertising campaign conducted by the association during the autumn and winter were reported to be gratifying.

Questions have been asked as to the relation between the new Association and the Soap Section of the American Grocers' Specialty Association. The new association grew out of a committee of the Soap Section charged with considering plans for broadening the markets for soap and glycerine. The new association, under its charter, must give its attention to securing and passing on to the public information about soap and glycerine and their uses. Its work limits in no way at all the activities of the Soap Section of the Specialty Association.

COLLEGE OF PHARMACY ANNUAL MEETING

The annual meeting of the College of Pharmacy, Columbia University, was held March 15 at the College in accordance with the provisions of the by-laws. Officers of the college for the coming year were elected and trustees were also chosen. The new officers are: Dr. Nicholas Murray Butler, president; William Jay Schieffelin, honorary president; Henry C. Lovis, first vice-president; Edward Plaut, second vice-president; V. C. Daggett, third vice-president; Clarence O. Bigelow, treasurer; Charles W. Holton, secretary, and Arthur J. Bauer, assistant secretary. Trustees to serve for three years are David Costelo, Howell Foster, Charles J. McCloskey, William P. Ritchey and Herman Walter. Trustee for one year is William J. Conley.

Following the business meeting the members of the college listened to an interesting address by Morris Eckler on "Criminology and Fingerprints."

FRENCH PERFUME EXHIBITION PLANNED

Plans are being made for an exposition of the perfume, soap and allied industries, to be held in Paris beginning June 15. The exposition will be held at the Palais de Glace in the Champs Elysées, Paris, under the auspices of the *Revue des Marques*. Among the firms which have already signified their intention of exhibiting at the exposition are Houbigant, Roger & Gallet, L. T. Piver, Lubin, A. Bourgeois & Cie., Parfumerie Rigaud and many others.

ELEVENTH EXPOSITION OF CHEMICAL INDUSTRIES

The Eleventh Annual Exposition of Chemical Industries will be held in Grand Central Palace, New York City, September 26 to October 1, inclusive. Plans are progressing rapidly and the indications are that many new and interesting features will be exhibited.

This year the program of the Students' Course, conducted by and in charge of Prof. W. T. Read, Texas Technological College, will be divided into two sections. The first will be elementary and the second, an advanced course. As in the past, rigid tests and records of the students' work will be kept and forwarded to the institution from which the student registers.

The Container Section, exhibiting containers used in industry with the machinery for packaging, bottling, and labeling; and a Laboratory Supply and Equipment Section will be features of interest to perfumers. The sectional exhibits will be supplemented by displays of chemical products, machinery used in manufacture and development, dyes and fine chemicals, as well as instruments of precision, unit processes developed and in operation.

These exhibits are supported by a program now being developed by the Advisory Committee of which A. D. Little, president of Arthur D. Little, Inc., is chairman.

DRUG AND CHEMICAL CLUB ELECTION

The Drug and Chemical Club, New York, has organized for the coming year by the election of Harry J. Schnell, of the *Oil, Paint & Drug Reporter*, as president. Joseph K. Smith was elected vice-president; Percy C. Magnus, treasurer, and Col. Frederick E. Humphreys, secretary. Governors of the club were elected as follows: Col. Frederick E. Humphreys, Sydney T. Perrin, Joseph K. Smith, Harry H. Clutia and John J. Powers. Reports for the year show the club in excellent financial condition notwithstanding the unusually heavy expenses arising from moving the club rooms during the year. Resident members now number 707 and non-resident members 247. There are five honorary members and a resident waiting list of more than sixty men.

PHARMACEUTICAL MANUFACTURERS

The annual convention of the American Pharmaceutical Manufacturers' Association will be held in Asheville, N. C., May 23 to 27. Plans are already under way calling for interesting business sessions and an entertainment committee, of which S. B. Penick is chairman, has been appointed by the president, Ralph R. Patch, to arrange for the entertainment features and program. Mr. Patch has appointed Mrs. C. H. Searle to head the Ladies' Entertainment committee. The golf committee is working under the chairmanship of P. A. Rising.

DR. RUSBY ADDRESSES PHARMACISTS

The regular monthly meeting of the New York Section of the American Pharmaceutical Association was held at the New York College of Pharmacy, March 14. Dr. Henry H. Rusby, Dean of the College, presented a paper on "The Theory and Art of Pharmacopœia Revision in the Interest of Pharmacy" and Dr. Harlow Brooks spoke on "The Present Trend in Medicine," with special attention to changes in prescription writing.

Hairdressers Hold Successful Convention

The growing importance of the beauty shop was emphasized at the convention and hairdressers' joint trade exhibition under the auspices of the American Master Hairdressers' Association and the New York Ladies' Hairdressers' Association at the Hotel Commodore, New York City, March 14 and 15.

According to figures offered by Charles Nessler, president of the American Master Hairdressers' Association, there are at present 30,000 beauty parlors in the United States doing a gross business from all sources of about \$390,000,000 annually.

Other evidence of the importance of the industry was given in the opposition in the bills now before the New York Legislature whose effect the association seems to feel would be to curtail the usefulness of the beauty parlor.

The convention was opened by A. R. Romano, after which Charles Nessler and Harry Silver, the latter president of the New York Ladies' Hairdressers' Association, made addresses of welcome. Demonstrations were given by Joseph Palmenteri, Mr. Ernest, Mr. Julius, and Miss Evelyn Frederick. Addresses were made by Miss Alice S. Ryan on "Aims of American Master Hairdressers' Association and Drive for Members"; by Charles Nessler on "Science of Permanent Waving"; by L. W. Allwyn-Schmidt on "Shop Management"; by Oscar L. Levin on "Science of Hairdyeing"; by Louis Ernst on "Price Cutting"; by Harry A. Spiro on "Eyebrow Shaping and Dyeing"; by J. M. Matthews on "Aims of New York Ladies' Hairdressers' Association and Drive for Members"; by Dr. Joseph Safian on "Plastic Surgery"; by Miss Rose Sattler on "How to Adjust Hair Pieces"; by Mme. Hudson on "Relation Between the School and Shop Owner in Producing Operators"; and by Miss Prudence Penny. The discussions included one on Legislation in which Charles Nessler, Harry A. Silver, Harry Spiro, Frederick Korf and Miss S. Ryan took part.

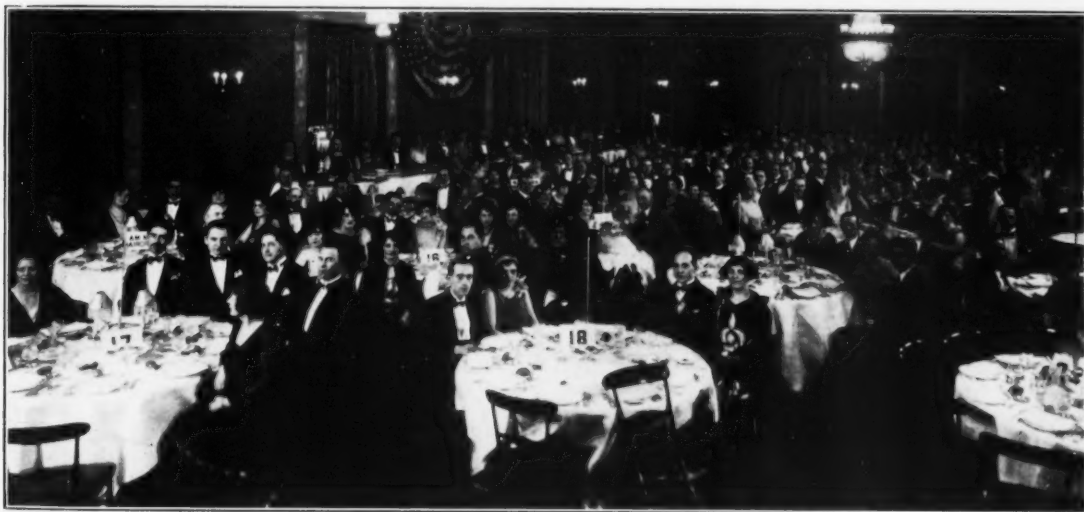
The program ended Tuesday evening with a cover bob contest and a banquet in the ballroom of the Hotel Commodore. Speakers included Dr. Levin, Charles Nessler and Health Commissioner Harris.

Dr. Harris appealed to the members of the two associations to organize against unscrupulous practitioners, many of whom, he said, are attempting to invade the field of medicine and are the agents of chiropractors, masseurs and medical quacks.

Dr. Oscar L. Levin, hair-dye specialist, said that all dyes except henna contain harmful ingredients. He made a plea for support in a movement to finance research work in an effort to discover a harmless dye.

An exhibit of toilet preparations, hair waving apparatus, beauty appliances, etc., was held in connection with the joint meeting in the grand ballroom of the Hotel Commodore. Among the most striking exhibits were those of Lockwood Brackett Co., which displayed granulated castile soap, shampoo bars and liquid. The booth was in charge of Earl Goudey, manager of the New York office, Henry S. Bothfeld, vice-president and Miss Irene MacPherson; and the Ray Manufacturing Co., which displayed its line of Ramaco wave oil, Razalia creams and Ballaire creams. Harry Baller, John D. Silver and William Peters explained the uses of the various preparations to visitors.

Among the other exhibitors were Rap-i-dol, Fad Lab. Inc., Arnao. Co.; Chas. Wolton; Pasquier, Inc.; Bognar Corp.; William Joyce; C. Feder; S. Bonat & Son; L'Oreal, Inc.; Marinello Co.; Inecto Co., Inc.; J. Schanzenbach & Co.; Angelo; Parker Herhex Corp.; J. Densmore Co.; Cameo Spec. Co.; Holland Supply Co.; W. G. Shelton Co.; Oglivie Sisters; Bliss Lab., Inc.; F. Marcell; Wilfred Laby., Inc.; R. Ginsberg & Bro.; I. Leon; H. C. Huson & Virizol Co.; Carlyle Lab.; Balneo Products Co.; Vlotoline Lab. Inc.; Christine Lauer; Eastern Lab. Inc.; and the Nestle Co.



ANNUAL BANQUET OF THE AMERICAN MASTER HAIRDRESSERS' ASSOCIATION

Business Outlook Is Still Bright

*Financial Indicators Show a Recovery of
Confidence in the Future After
Recent Nervousness*

Industry and trade have recovered to some extent from the nervousness which was in evidence at the beginning of the year. There has been some gain in commercial activity on the whole and the outlook during the next few months now seems good. The tone of caution which characterized operations throughout the business world during the month of January has been succeeded by a ton of greater confidence in the general stability of the business and price structure. There are still many who believe that 1927 is to fall short by a wide margin of the levels established during 1926 but most manufacturing concerns are operating more confidently and not a few are preparing for business on a broader scale during the next few months.

There are still some lines of business in which there has been no recovery and in which prospects during the spring are not bright. In a merchandising way, the import field seems to be in rather bad condition. Business has been hampered by many factors and while high prices are being realized on a wide range of products, the difficulties and risks attending the conduct of business in them have also increased, so that operations in the line are not profitable.

The veto of the farm relief legislation by the President has had a dual effect upon business. It has to some extent stimulated industrial operations in lines strongly opposed to the granting of any special favors to the agricultural group. At the same time, it has not encouraged business in sections of the country in which trade depends largely upon the demand from the agricultural population. Whether the net result will be good for business during the next few months is a question. There can be little doubt that the veto was correct in principle but there is grave doubt as to its immediate effect upon the business situation, in many sections of the country.

A further more or less depressing governmental condition has arisen out of the prolonged and successful filibuster carried on by Administration senators at the close of the final session of Congress. The purpose of the filibuster was to prevent the continuance of the Election Investigation Committee. In blocking these investigations the senate also succeeded in blocking much useful and even necessary legislation which failed of passage. This may bring about an extra session of Congress during the summer with consequent uncertainty for business despite the present resolve of President Coolidge not to call such a session. The Reed resolution for a continuance of the committee cannot be permanently blocked and it is difficult to explain the action of the Administration Senators on this account.

Turning to the consideration of the usually accepted financial indicators, it is apparent that business despite these possible handicaps is in very good condition, and, what is more, is hopeful of a continuation of prosperous conditions with possibly some expansion of trade and commerce. The production of iron and steel has shown a normal increase. The automotive industry is upon a somewhat more stable basis than it has been and the excellent results which have

followed the crop of automobile shows throughout the country have been extremely encouraging to those who believed that the industry was facing a more or less serious slump.

Car loadings, while naturally below those of the later part of 1926 when holiday business stimulated them, showed a good gain over those for January 1926. Railroad net earnings were lower although operating revenues have steadily increased. Plans are under way for the spending of nearly \$875,000,000 by these carriers in 1927, a factor which should be good for business in other lines. Cotton conditions are none too good and the failure of the government to offer some relief measures has not aided the situation. There is talk of drastic curtailment of next year's crop, but this, in the present condition of the Southern planters, is not an easy thing to do.

As for conditions in the chemical industry, they may be called good but hardly excellent. There is a good volume of trade but much of it is at unsatisfactory prices. This applies not only to heavy chemicals but to the products going into the perfume and cosmetic industries as well. Hence raw material suppliers complain of good business but lack of profits. How they can move to remedy the situation is as yet an unsolved question. The toilet preparations industry itself is in very good condition and can look forward to the usual steady increase in the demand for its products and the customary broadening of its market. It has its troubles too, but none of them seem insurmountable.

On the whole, it would seem to be wise to prepare for steady business and a normal demand from now until mid-summer at least. Barring a calamity of some sort, it is difficult to presage anything but a continuation of satisfactory business.

New Men in Chemical Division

Two New York men, Washington reports, have joined the staff of the Chemical Division, Bureau of Foreign and Domestic Commerce. Edmund C. Wood will succeed George N. Priest in charge of the paint and naval stores section and Frederick L. Washbourne will be in charge of the organic chemical section. Mr. Washbourne's experience in the chemical industry has extended over a period of 25 years. He has been connected at different times with houses dealing in essential oils, crude drugs and colors. Mr. Wood has been connected with the chemical industry in various capacities since 1913.

Latest European Toilet Novelties

(Special Correspondence)

PARIS, March 7.—A fascinating novelty which has just appeared in Paris is a musical powder puff. It is about six inches high and four inches across. When the lid is removed delightful dance tunes are heard until the lid is put on again. The upper part of the lid contains the powder and puff, and the lower part the machinery which supplies the music.



Luxor, Ltd., Chicago, perfumers, after about a year of research and experimentation, is bringing out a new line of toilet preparations including perfume, rouge, creams and powders under the name "Krasny." The name itself is significant of the character of the new line which the company has originated. It is a Russian word signifying the colorful beauty of womanhood.

The company is introducing the line with an extensive nation wide advertising campaign for which most attractive copy has been prepared. The new name was unofficially launched several months ago when a dusting powder was put on the market under the name "Luxor Krasny." This powder will be continued as an accessory to the new line. It was received by the trade and the public enthusiastically and the company believes that the new line in its attractively vivid packages will meet with ready sale.

In preparing for the introduction of the "Krasny" line, Luxor, Ltd. spent several months in investigating the trend of affairs in the cosmetic industry. Experts in the line were sent to Paris to confirm the style trend, and production, advertising, and sales experts were put to work to produce the best possible product and to plan the intensive sales and advertising campaign which is now about to be launched.

In the search for a suitable *motif* for the line, the company discovered that the trend toward things Russian had become a growing feature of European culture. The former Imperial Court at St. Petersburg, then Petrograd, now Leningrad, was famous for its elegance, luxury and the beauty of its appointments and its women. The rise of the proletariat in Russia and the overthrow of the Czarist government drove the exponents of this culture and luxury out of the country. Many of them settled in Paris where they engaged in numerous pursuits, depending upon the condition of their purses. The virtual transplanting of this Russian culture to Paris, which has always been the mirror of the world, has had an interesting effect upon the trend of thought and culture in that metropolis. The Russian vogue has gained strength daily and it is the Russian influence in cultural life which has been the inspiration of the line.

The unusual design of the package, which will in the future be associated with the Krasny products, is a development of a Russian decorative design, adapted to package work. The perfume, which has been developed to be used throughout the line, is of distinctively Russian type. In fact, the entire line has been developed with the idea of "Krasny" in its Russian sense, the ideal of vivid beauty and perfection in womanhood as a background.

The directing force behind the sale of the new line is Linn T. Piper, general sales manager of Luxor, Ltd., and it is largely due to Mr. Piper's vision and initiative that the new line is being placed on the market in a way which will likely bring quick national recognition.

Synfleur Scientific Laboratories makes the interesting announcement in its insert, between advertising pages 4 and 5, that it has increased its staff and facilities for the manufacture of aromatic chemicals.

Davis Factor, son of Max Factor, well known perfumer and cosmetician of Los Angeles, was in New York early this month on a business trip. Mr. Factor came to New York from Chicago where a new branch office in charge of A. B. Share has been established at 444 West Grand avenue and returned to Hollywood with a brief stop in Chicago, leaving New York, March 5.



MAX FACTOR

The Factor business has probably one of the most romantic histories of any firm in our industries. Mr. Factor, the founder and head of the business, was born 52 years ago in Lodz, Poland. At an early age he became interested in the art of makeup and in the manufacture of theatrical preparations. Moving to Moscow, he became cosmetician and makeup man for the Russian

Imperial Grand Opera, a position which he held for some time.

Realizing the possibilities for his art in the United States, he came to this country in 1902 and since that time has resided and worked in Hollywood, specializing in makeup for the motion picture industry.

For many years he has taken care of the personal makeup of the greatest motion picture stars and has been in charge of this activity in connection with the making of many of the greatest motion picture successes, including "Thief of Bagdad," "Ben Hur," "Sea Hawk," and recently "The Volga Boatman."

Not content with using the familiar preparations for this purpose, Mr. Factor has been the creator of many new theatrical cosmetics. He was the originator of a flexible grease paint now used by most of the stars in the picture industry. He also perfected liquid body makeups and especially a harmless method of application of gold, silver and bronze to the body. The use of these colors has in the past been attended with grave danger to health, but by the use of Mr. Factor's preparations, bronze was worn for 18 consecutive hours by an actor in "The Ten Commandments."

Mr. Factor's business has developed to such an extent that his name is very well known through the West and his numerous preparations for general use have achieved noteworthy popularity.

L. A. Rosett of Florasynth Laboratories, Inc., New York, returned recently from a business trip to the Pacific Coast. Mr. Rosett was away for about five weeks. He reports that business throughout the Coast section is very good and the prospects most encouraging.

Northam Warren, head of the Northam Warren Corporation, New York, sailed on the *Olympic*, March 4 for a brief European visit. Mr. Warren will visit England and the Continent. He will be away about two months, returning in time for the convention of the American Manufacturers of Toilet Articles in May.

Crystal Chemical Co., New York, manufacturers of Z. B. T. Baby Talcum and Thymo Tussin, a toilet preparation, will begin a newspaper advertising campaign about the middle of April in Connecticut and Northern New York cities. The advertising account of the Crystal company is directed by the United Advertising Agency, New York.

Simeon and George Gest, brothers of Morris Gest, theatrical producer and sponsor of "The Miracle," have decided to go into the soap business in Los Angeles. Their father was one of the largest soap manufacturers in Russia, having a plant in Odessa.

The new plant will be built in the southern part of Los Angeles, and their initial brand will be called "Miracle." Phil Isaacs, former theater manager, who recently sold a bill posting plant in the east, is to be general manager of the soap business.

Yardley & Co., Ltd., 15 East 26th street, New York City branch of Yardley & Co., Ltd., of London, has let a contract for the building of a new plant at Palisade avenue and 61st street, Union City, N. J. The new plant will be a three-story affair 80 x 200 feet and with equipment will cost in the vicinity of \$75,000. Contract for the erection of the building has been let to James Mitchell, Inc., of Jersey City, N. J. Plans for the plant were drawn by Lockwood, Greene & Co., architects and engineers, New York City. The plant is being erected on land recently purchased by the company about which some controversy arose between the company and local citizens and authorities who objected to the erection of a factory upon it.

The new home of Warren E. Burns, formerly connected with the New York essential oil industry, is pictured in a recent issue of the *New Port Richey Press*. The residence is located at Point Jasmin, in New Port Richey, and is situated on the west bank of the Pithlochascoty River, a stream which skirts the property of the Jasmin Point Estates Corporation. The *Press* says in describing Mr. Burns' beautiful winter abode:

"The palatial home of Warren E. Burns at Jasmin Point is shown to advantage in this picture, which affords also a view of the grounds and shrubbery. The Burns residence is one of the finest on the west coast of Florida, and is furnished with consummate artistry and taste. A feature of the interior is a balconade dining room, leading to a breakfast room with eastern exposure, set above a patio on the bank of the river."

The paper also contains a picture of the new hotel which has just been erected and in which Mr. Burns is interested.

G. A. Pfeiffer, president of Richard Hudnut, Inc., sailed on the *Leviathan*, March 19 for a brief European trip. Mr. Pfeiffer's plans call for visits to England, France and Germany and a return to this country in time for the annual convention of the American Manufacturers of Toilet Articles in May.

John C. Carpenter, E. Wood and C. B. Rassmussen have organized the A. S. Nichols Western Co. with a capital stock issue of \$20,000, and offices at 140 South Dearborn street, to handle chemicals and compounds.

Leslie Kent Talmadge, formerly vice-president and sales manager of the Baker Extract Co., of Springfield, Mass., has recently become associated with the Williams & Carleton Co., of East Hartford, Conn., as sales manager. He was also elected an officer of this company at their recent annual meeting.

Mr. Talmadge has been a resident of Springfield all his life and received his education in the public schools of that city. Upon leaving school he accepted a position with the First National Bank, where he remained for four and one-half years.



LESLIE K. TALMADGE

Leaving the bank, he became bookkeeper for the Baker Extract Co. in 1902. He was elected an officer and director of this company within three years after becoming associated with it, and in more recent years was elected vice-president and sales manager, which position he held when he resigned several months ago.

Mr. Talmadge has served as secretary of the Flavoring Extract Manufacturers' Association of the United States for several years, and is now second vice-president of that association. He has also been active in the civic, political and social affairs of his native city, being a past president of the Western Massachusetts Credit Men's Association, a member of various Masonic orders, in several of which he has held office, and a member of the Ancient Order of the Mystic Shrine.

He is an enthusiastic follower of all outdoor sports and an ardent yachtsman, owning a staunch cabin cruiser which he keeps on Long Island Sound the greater part of the summer. He is a Past Commodore of the Springfield Yacht Club, and is president of the Springfield Canoe Association.

The Williams & Carleton Co. is the oldest extract manufacturing concern in the United States, having been established in 1825 on State Street in Hartford, Conn., where it remained for one hundred years. During that time it was necessary for the company to acquire several buildings adjacent to its original quarters in order to take care of its ever expanding business.

In December, 1925, the business was moved to a large new fireproof building just across the Connecticut River in East Hartford, where, in a fine, sun-lighted plant, it is equipped to handle an increased volume of business, not only in its extract department, but in coffee, tea, cocoa, spices, gelatine and Williams Root Beer Extract, which is one of the oldest brands of root beer extract on the market.

Offices of Vanard, Inc., have been moved to Chicago. They are now located at 729 West Wabash avenue. The concern formerly occupied space at 30 West 24th street, New York City.

On the directorate of the new Interstate Trust Co., which opened its doors for business in New York recently, appears the name of Carleton H. Palmer, president of E. R. Squibb & Sons.

A cablegram has been received by the J. R. Watkins Co., Winona, Minn., from E. L. King, who is at present hunting big game in Africa and Asia. The cablegram announced that Mr. King's party had emerged safely from the jungle and that they had killed 18 lions. They sailed on March 11 for Bombay, thence to French Indo-China, where they will hunt tigers for a short time. The party will return to this country by the Pacific Coast.

Arthur Hensel, president of the drug and chemical company bearing his name and owner of a string of drug stores in Chicago, died March 3 at his home in that city. He underwent an operation early in January for gallstones and failed to recover.

He was born in Chicago in 1870 and was educated at the Northwestern School of Pharmacy. In 1892 he opened his first drug store, and a few years later organized the Hensel Drug & Chemical Co., a wholesale concern.

His widow, who before her marriage in 1911 was Miss Bessie H. Ronel of Chicago, survives. Mr. Hensel was an active Mason.

The Hygenol Company, 2837 Hennepin avenue, Minneapolis, has just moved into its new building, a sketch of which appears herewith. The new structure is of three stories although the sloping ground upon which it is erected does not show this fact to advantage. It is fifty feet wide and ninety feet deep, affording the company virtually four times the floor space which it has formerly occupied.



NEW HOME OF HYGENOL CO.

The first floor is subdivided, the front being used as offices and the rear for packing, labeling and filling operations. The top floor front is used as a printing plant equipped with two automatic presses, several hand presses and die cutting and embossing machinery.

The company manufactures lotions, shampoos, creams, soaps, and other toilet preparations both under the name Hygenol and with buyer's name labels. It manufactures also all of its own printed and embossed labels and folding cartons. Its growth has been a steady one and its position in the field is well established. The new plant into which the company is moving will undoubtedly enable it to serve its customers to better advantage and is expected to aid in the steady expansion of the business.

Richard Hewitt Bond, vice-president and general sales manager of McCormick & Co., Inc., Baltimore, Md., died at his home in Halethorpe, Md., on March 9.

Mr. Bond was born at Portsmouth, Virginia, November 19, 1865, the son of the late Richard and India Frances Hudgins Bond, and grandson of the late Josiah Hudgins. His parents were of English descent, his mother's people being among the first settlers of Mathews County, Virginia. His father was a veteran of the Union Army in the Civil War, a prominent member of the Grand Army of the Republic, always a staunch Republican.



THE LATE R. H. BOND

Richard Hewitt Bond's early boyhood days were spent in the Tidewater of Virginia. He was educated privately, taught school, and afterwards studied and practiced law in his native State. After a short time spent in teaching, he entered the employ of Parke, Davis & Co., Detroit, Mich., but owing to ill health, he was forced to resign this connection and retire from active business for three years. He joined the McCormick & Co. organization in 1907 as sales manager, a position which he held from that time until his death.

Aside from his strictly business interests, Mr. Bond was very active in the Flavoring Extract Manufacturers' Association having once been elected president by acclamation and serving as vice-president and chairman of the Legislative Committee of the Association for many years. He was also past director of the American Grocery Specialty Association and a member of its Legislative Committee. He was chairman of the Baltimore Drug Exchange Bureau and a member of the Committee on Legislation of the Baltimore Association of Commerce. Owing to his comprehensive knowledge of pharmacy and law, he was instrumental in defeating various restrictive measures which would have hampered industry. In his legislative activities, Mr. Bond appeared before and addressed committees of the legislatures of nearly all of the Southern States as well as the national Congress. He was often invited to speak on the floor of these assemblies to present his arguments.

Mr. Bond was a man of exceptional attractive personality, a fine public speaker and the possessor of an extensive circle of friends in all parts of the United States, especially those engaged in pharmaceutical, drug and food lines. He leaves a wife, two daughters and one son.

A report from Lima, Peru, intimates that Lever Bros. Ltd., plans to erect a factory in or near Buenos Aires in 1927 to take care of their trade in the River Plate countries. The report also states that the company intends to establish at a later date another factory in the vicinity of Sao Paulo, Brazil.

John D. Larkin, Jr., president and treasurer of the Larkin Co., Buffalo has been elected to the directorate of the Marine Trust Co. of that city.

Charles W. Dorn has joined the National Trading Co. and Parfumerie Norida, Long Island City, as chief chemist.

An increase in the capital stock of the E. I. du Pont de Nemours Company from 3,100,000 to 6,600,000 shares was authorized recently by the State Department at Wilmington, Del. Of the shares, 1,500,000 will be non-voting and 100,000 voting debenture stock, with a par value of \$100. The remaining 5,000,000 common shares have no par value.

Sales of the Jewel Tea Co., Chicago, for the first forty-eight weeks of 1926 aggregated \$13,325,442, as compared with \$12,672,320 in the like period of 1925, or an increase of 5.2 per cent. The average number of sales routes for the period was 1,074 against 1,042 in the previous year, or a gain of 3.1 per cent in selling units.

W. Y. Preyer, for several years secretary-treasurer of the Vick Chemical Co., Greensboro, N. C., manufacturer of Vicks Vapo Rub, has been elected vice-president. K. E. Prickett, assistant treasurer, will succeed Mr. Preyer as secretary-treasurer. F. M. Stearns will become assistant treasurer.

The Fajardo Sugar Co. of Porto Rico has just made its annual report for 1926 to the stockholders. The income from sugar and molasses produced and miscellaneous items was \$6,294,266. The net profit for the year, before providing for income taxes, was \$582,110 and the capital surplus was \$524,216.

Net profit of the Bon Ami Co. for 1926 amounted to \$1,050,393 after all deductions. Figuring on the stock now outstanding, these earnings if applied directly to the class "A" shares equal \$10.50 a share on the outstanding 100,000 no par shares.

Directors of the United Drug Co., of Boston, have declared a quarterly dividend of \$2.25 a share, placing the stock on a \$9 annual dividend basis. This compares with the previous rate of \$8.

A quarterly dividend of \$1.25 a share has been declared by the directors of Coty, Inc., placing the stock on a \$5 annual basis. Heretofore the annual rate has been \$4. The current dividend is payable March 31 to stock of record March 21.

Presentations were made recently to six members of the staff of J. C. & J. Field, Ltd., soap manufacturers. Lambeth, England, who were retiring after a combined service of 300 years. The retiring gentlemen were: W. Staniland 53 years' service, J. A. Dry, 50 years' service, A. Lyddon, 41 years' service, E. J. Oliver, 54 years' service, A. J. Oliver, 52 years' service, J. F. Miller, 47 years' service.

Mathieson Alkali Works, Inc., reports 1926 net earnings amounted to \$1,679,486, after charges and taxes, compared with \$1,465,033 in 1925, the greater part of the increase being due to increased operating efficiency with attendant lowering of costs. The earnings are equivalent to \$10.22 a share earned on 147,207 outstanding shares of no par common after preferred dividends. They compare with \$8.76 a share earned in 1925. Total operating income was \$2,725,559, against \$2,285,553 in 1925.

Colgate & Co. have leased the entire second floor in the Great Northern Railway Building, at the northeast corner of Fifth avenue and 48th street, for a long term of years as their New York offices and salesrooms.

The lease was negotiated through the office of Hamilton, Iselin & Co., as brokers. Pease & Elliman represented the Great Northern Railway Company as agents.

Lehn & Fink Products Co. reports for the year ended December 31, 1926, a net profit of \$1,440,606, equivalent to \$5.26 a share of common stock after allowance for dividends on the management stock.

While sales are not reported, Edward Plaut, president, states in his letter to stockholders that the total sales for the year showed a satisfactory increase.

Bruno Storp, owner of the well known firm bearing his name, Munich, Germany, arrived on the steamer *Munich* on February 26 for his first visit to the American market.



BRUNO STORP

He will remain in the United States for several weeks. During his stay he intends to visit Chicago and Milwaukee and various mid-Western points. While in Milwaukee he will be the guest of relatives of his wife, who is the daughter of the celebrated artist von Marr. Mr. von Marr is a native of Milwaukee, but now resides in Munich, where he has attained the presidency of the Academy of Arts.

Mr. Storp is enthusiastic about the possibilities of business in this country. He refers to his experiences here as the most interesting in his career and sees undreamed of opportunities for expansion of the perfume business in the United States.

Owing to his position as a prominent perfume manufacturer, he is greatly interested in the retail business in perfumes. He was surprised and impressed by the very elaborate displays of both American and foreign products in the department stores.

Mr. Storp desires us to express for him his deep appreciation of the most cordial reception which has been given to him by all with whom he has come in contact during his visit here and his sincere desire that he may at some time be able to reciprocate these many kindnesses.

Liggett Drug Stores, operated by the Louis K. Liggett Co., a subsidiary of the United Drug Co. of Boston, in the month of February did business to a volume of \$4,510,473. This compares with \$3,769,949 in February of 1926, or an increase of 19.64 per cent.

The sales for the first two months of 1927 were \$9,232,917, comparing with \$7,664,872 for the corresponding period of 1926, or an increase of 20.5 per cent.

The Ostrucon Chemical Co., manufacturer of fruit syrups, flavoring extracts and colors, has moved to more convenient quarters at 145 Spring Street, New York City. The company was formerly located at 441 Broadway.

The Philippine Manufacturing Company, Seattle, Wash., maker of soap and soap products, has appointed the Botsford-Constantine Company, advertising agency of that city, to handle its advertising.

L. P. Lamoureux has resigned his connection with the Belgian Trading Co., Inc., 15 Moore street, New York City, effective April 1. He joined the company as sales manager in 1921 and was elected a director in 1923.

For many years Mr. Lamoureux was European representative of Armour & Co., Chicago. Thereafter he became sales manager for Richard Hudnut, leaving there to go into the export business, specializing in the perfumery and toilet soap line.

Mr. Lamoureux intends to leave for a European trip about the end of April. He is not ready as yet to make an announcement of his plans for the future. For the present he may be addressed at 19 Gramercy street, New Rochelle, N. Y.

O. F. Schmid, of Jackson, Mich., has been appointed representative of A. C. Drury & Co., Chicago, in the Michigan territory, which includes Detroit and one or two Indiana towns near the Michigan border. Mr. Schmid is well known to manufacturing pharmacists in the section, having been the proprietor of the O. F. Schmid Chemical Co., of Jackson.

Samuel Alsop, president of the Alsop Engineering Co., New York City, has returned from a month's trip to Havana, Cuba, where he has been enjoying a much needed vacation. Mr. Alsop took his golf clubs along with him and found much enjoyment in following his favorite recreation on the links of the Havana County Club where he turned in a score within two points of par. The accompanying photograph shows him engaged in an occupation which we are sure many of our readers envy.



SAMUEL ALSOP

As in the past, Mr. Alsop returned from his trip in excellent spirits, much invigorated in mind and body and full of enthusiasm for some new labor-saving machines for use in the toilet preparations industry, as well as some improvements in the present line which he has developed.

In 1920 the company offered one machine, a filter, while today seven different machines, all of which are used by the toilet preparations trade, and all of which were designed by Mr. Alsop, are offered.

A'Cadia Powder Puff Co. has moved to new and larger quarters at 485 E. 133rd street, New York City, where its manufacturing capacity has been doubled.

Under the direction of I. Alter, the company has made notable progress and the present move was made necessary on account of increasing business. The firm is represented in the West by Charles A. Rindell, Inc., 64 W. Randolph street, Chicago.

Maurice Cola, adjunct director of Th. Mühlethaler, S. A., Nyon, Switzerland, has returned to New York after a tour of nine months in Latin America in the interest of his company. While in New York, he is making his headquarters with Orbis Products Trading Co., Inc., American agents of the house.

Mr. Cola reports that business throughout the South American territory is excellent and he anticipates a steadily increasing demand for his company's products in that territory. In fact, in all the countries which Mr. Cola visited,



MAURICE COLA

with the exception of Mexico, he found conditions very good. In Mexico, the unsettled political situation has affected trade considerably, and the outlook there is not so promising.

Business in toilet preparations is expanding rapidly throughout all of South America, and in this growth Argentina easily stands first, according to Mr. Cola. Brazilian business is also good and improving, as is that in Chile and Uruguay. Many of the South American countries, notably Argentina, Brazil and Uruguay, have perfume and cosmetics industries of their own, and these factories are handling a fair percentage of the business, especially in the cheaper classes of merchandise. The demand for imported products is also very large.

The principal sources of these imports are France, United States, Belgium and Spain in the order named. The French manufacturers apparently have the inside track in South American markets, although Mr. Cola reports that certain American brands, notably Richard Hudnut, Colgate & Co. and Sidney Ross Co., in perfumes and soaps, and the Kolynos Co. in tooth paste are among the leading sellers. The South American manufacturers import nearly all of their raw materials and also their packages. A few of the large soap manufacturers make their own packages, but the bottles, boxes and labels for the finer goods are practically all imported. In this business France is again apparently the leader. One or two Spanish houses are trying to obtain a market for their products, due principally to the identity of language, but these brands are not growing as rapidly as are some of the French and American brands.

Returning from South America, Mr. Cola stopped in Cuba, where he found conditions excellent, and also in Mexico, from which country he came to New York. He will be in this country for about a month, when he will return to Switzerland.

The Committee of Revision of the Pharmacopoeia of the United States has issued an extended list of topics upon which research work is desired, looking to the Eleventh Revision of the Pharmacopoeia. For convenience, the list has been classified under five divisions, one member of the Executive Committee of Revision serving as chairman of each group committee.

Lever Bros. Co., plans to open a large modern plant at the North Wall, Dublin, Ireland.

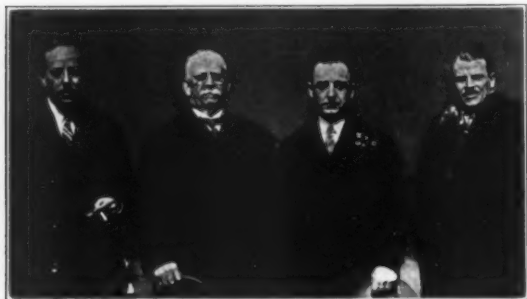
John Buslee, of Neumann-Buslee & Wolfe, Chicago, was a visitor in the New York market for a few days late in February.

Confidence in the outlook for the alcohol industry was expressed recently by R. R. Brown, president of the United States Industrial Alcohol Co., who said the position of the trade is "enviable."

"The commercial outlook for the next twelve months would seem to be decidedly reassuring in so far as this department of industry is concerned," Mr. Brown said.

At a meeting of the board of directors of Gomez & Sloan, Inc., 244 Water street, New York City, held on March 1, 1927, Francis H. Sloan was elected president of the company. Mr. Sloan, who resigned the chairmanship of the board of Dodge & Olcott on February 1, has been associated with the vanilla bean and essential oil industries for over sixty years. Chester A. Smeltzer was elected vice-president, Benjamin F. Graves, treasurer, and Harold O. Sloan, secretary.

Gomez & Sloan, Inc., was organized in March, 1919, by Ricardo Gomez and Harold O. Sloan. Mr. Gomez was president of the company until his death in March 1923, when he was succeeded by Harold O. Sloan.



LEFT TO RIGHT: BENJAMIN F. GRAVES, FRANCIS H. SLOAN, CHESTER A. SMELTZER, HAROLD O. SLOAN

The company has been extremely active in import business with Mexico and while it has been in existence only eight years, it has grown to be one of the important concerns featuring Mexican products. The specialty of the firm is vanilla beans and in addition to its Mexican business, it is a large importer of Bourbon beans. Harold O. Sloan, son of F. H. Sloan has lived in Marseilles for several years and gives his special attention to the handling of business in Bourbon vanilla.

There will be no change in policy, but of course the company anticipates under the experienced guidance and direction of Mr. Sloan, senior, to be able materially to increase its business.

The report of the Owens Bottle Co. for 1926 shows net profits of \$6,925,000, after charges and taxes equal, after preferred dividends, to \$8.72 a share earned on 729,906 outstanding shares of \$25 par common stock. This compares with actual net earnings of \$5,051,050, or \$6.78 a share on 661,129 common shares in 1925.

The net earnings for 1926 include profits in excess of \$1,000,000 realized from the sale of investments in other companies. Net profits from operations, however, are reported as greater than those of any previous year.

Rossville Co., Lawrenceburg, Ind., held its annual sales convention at the Hotel Havlin in Cincinnati February 14, 15 and 16. The convention was attended by officials of the Rossville Co. and by branch managers from all parts of the country.

E. A. O'Shaughnessy, vice-president, presided over the sessions and practically all of the branch managers were heard on their views as to the particular sales problems which may arise in the alcohol industry during 1927.

B. C. Venable, advertising counsel, addressed the representatives of the company at one of the sessions and outlined the company's advertising policy as it related to sales through the various branches.

F. C. Broeman, consulting chemist of Cincinnati, who has done much work for the Rossville Co., also spoke, his topic being some of the technical problems of alcohol manufacturing and merchandising.

Daily sessions began with luncheon and work was conducted through the afternoon until dinner time. The first evening was given over to the program of boxing matches held at Music Hall where all those in attendance had ring-side seats.

The following day was taken up with a visit to the plant of the company where luncheon was served and Victor O'Shaughnessy, secretary and treasurer of the company and a leading expert on alcohol manufacturing problems, conducted the delegates through the plant and explained the various processes.

In the evening the gathering adjourned to Kentucky where one of the old time Kentucky dinners was served, followed by entertainment.

The final business session of the meeting was held the following morning and the delegates left for their homes in the afternoon. The following is a list of those present at the convention: E. A. O'Shaughnessy, vice-president, Lawrenceburg, Ind.; P. M. Broderick, sales manager, Lawrenceburg, Ind.; William Haines, an officer of the Rossville Co. of New York; and the following branch managers: J. B. Densmore, Boston; J. P. Erwin, Baltimore; F. A. Flaherty, Philadelphia; R. E. Koerber, Pittsburgh; L. C. Thrun, Buffalo; S. R. Golibart, Cleveland; G. H. Snider, Detroit; James Scallan, Chicago; H. I. Beckenholdt, St. Louis; C. R. Davis, Atlanta; T. H. Gillessey, Louisville; P. J. Rocklin, Cincinnati; W. A. Miller, Indianapolis; Rome Hopkins, Minneapolis, and C. R. Hammond, New York.

F. E. Watermeyer, president of Fritzsche Brothers, New York City and Mrs. Watermeyer sailed on the *Mongolia*, March 17 for a vacation trip to the Pacific Coast. Mr. Watermeyer will reach San Francisco April 4. He expects to visit Los Angeles and various points of interest in the Pacific Coast section. His itinerary depends upon the weather but he hopes to see the Yosemite Valley and the Grand Cañon.

In a trade note about the Cosin Co. which appeared in our February issue we gave the address of H. E. Brown representative of the company, as Louisville, Ky. Mr. Brown represents the Cosin Co. in Detroit, Mich.

The Mueller Process Co. has been organized at St. Johns, Mich., with a capital stock of \$500,000 to manufacture alcohol and chemicals.

P. R. Dreyer, New York City, the energetic essential oil importer, has returned from a six weeks' business trip to the Middle West. The trip covered the states of Wisconsin, Iowa, Illinois, Pennsylvania, Indiana, Michigan, Ohio, Maryland and Missouri as well as the New England states.

In Chicago, Mr. Dreyer spent considerable time with William H. Schutte Co., Inc., his Western representatives, and in Detroit, St. Louis, Philadelphia, Kansas City, Boston and Baltimore he was also in conference with his resident representatives. Throughout the entire territory Mr. Dreyer found business to be fully up to normal in every way, with the outlook for the coming six months particularly good.

While in Rochester, he called on Alfred Wright, who is well known among the older generation of perfumers; a call, incidentally, which Mr. Dreyer arranges to make whenever he is anywhere in the vicinity of Rochester.

Mr. Dreyer is the sole American representative for Bertrand Frères, S. A., Grasse, France, and he also represents Constantin Mintcheff & Ketchedjieff, Kazanlik, Bulgaria and Paolo, Vilardi, Reggio, Calabria, citrus oils.

Coincident with his return, Mr. Dreyer announced the appointment of the Weinstock Chemical Co., 440 Sansom street, San Francisco, and I. H. Nester, 3 Chestnut street, Philadelphia, and Stewart Building, Baltimore, as representative in those cities.

At the recent convention of the Mississippi Valley Waterways Association held in St. Louis, John F. Queeny, Chairman of the Board of Monsanto Chemical Works, was re-elected director from the St. Louis district. The Association is doing constructive work to further the development of waterway transportation, and if it succeeds in its present plans, manufacturers and shippers of chemicals will be directly or indirectly benefited.

Kenneth H. Beattie, treasurer of W. C. Ritchie & Co., Chicago, Ill., manufacturers of paper boxes, spent a few days in the New York market recently. Mr. Beattie made his headquarters with L. H. Brodrick, Eastern representative of his company. He expressed himself as being well satisfied with recent business conditions and optimistic for the future.

Master George Oscar Gross arrived on February 19 to brighten the home of Mr. and Mrs. George V. Gross, of this city. The happy parents have received numerous congratulations from friends in and out of the essential oil industry.

Guy Banta, sales manager for the Cosin Co., New York City, left March 20 for an extended business trip of two months which will take him through the Middle West, the South West and the Pacific Coast.

Paul Lelong of E. Lelong, has returned from a business trip through the New England states, where he reports that the trade is making plans for an unusually brisk Easter business.

De Vion, Inc., New York, French perfumes and soaps, has appointed the C. P. McDonald Co. advertising agency, 250 West Fifty-seventh street, to direct its advertising account. Business papers will be used.

Wangler-Budd Co., Inc., New York City, is the latest essential oil house to join the uptown movement. Early in April the company will move into its new home at 205 West 14th street, New York City. The new quarters, in addition to being a more convenient location for the company, will afford more than twice the amount of space for laboratories and offices than are available in their location on Fulton street.

The interesting advertisement of the Sun Tube Corp. headed "A Glimpse at the Sun" which appears on page 103 of this issue, is the first of a series of such advertisements which is planned by the company. Each number of the series will carry a photograph showing a specialist of the company at work in the plant. The first number shows one of the employees, who has been a specialist in the manufacture of caps for twelve years.

François De Laire of Fabriques De Laire, Issy and Calais, France, arrived in the United States on the *France* February 16. Mr. De Laire is making his headquarters with Dodge & Olcott Co. who represent his firm in this market.



FRANCOIS DE LAIRE

During his stay in the United States Mr. De Laire visited Chicago and other western and mid-western points. He reports that business conditions here in his line are satisfactory and expresses himself as well pleased with the business which his firm is doing in

the highly competitive American market.

Mr. De Laire is one of the technical directors of Fabriques De Laire and son of Edgar De Laire, head of the company. He is well known in the American market having visited this country in 1912 and again in 1922.

Hosken & Co., Inc., importer and exporter, specializing in Japanese products and agent for the Hoshi Pharmaceutical Co. of Japan has moved its executive offices to 38 East 25th street, New York City. The company was formerly at 160 Pearl street and the export department remains at that address. The new telephone number of the executive offices is Madison Square 9600.

Especially attractive and interesting is the insert of Usines de l'Allondon S. A. which appears in this issue between advertising pages 64 and 65. The technical question on rhodinol and how it differs from citronellol is extremely interesting and the contribution of the company to the discussion which appears on the reverse side of the insert is well worth the attention of any one interested in the subject.

Among the interesting exhibits at the Drug Show of Kaltman, Jersey City, N. J., March 17 and 18, was the booth of Magnus, Mabée & Reynard, New York City, consisting of a display of essential oils, alcohol, chemicals, balsams, etc. The booth was in charge of M. Stanley Barker and W. F. Fischer.

Société Anonyme des Etablissements Roure Bertrand Fils, Grasse and Société Anonyme des Etablissements Justin Dupont, Argenteuil at a recent general meeting of stockholders voted to join the two companies for administrative purposes. The meeting voted to organize Société Anonyme des Etablissements Roure-Bertrand Fils & Justin Dupont.

No change in the manufacturing operations of the merged companies is contemplated. Plants will be operated in Grasse for natural products and in Argenteuil for chemicals and synthetics. The technical and administrative staffs of both companies will be retained under the new arrangement. Brand names of the products of the companies will be retained, the brand Roure Bertrand Fils being used for natural products and Justin Dupont for chemicals and synthetics.

This move was forecast in the recent organization of the George Silver Import Co., New York, which took over the exclusive selling agency of both concerns. The George Silver Import Co. will retain this agency under the new arrangement. George Silver is president of the American company and Albert Delavigne and C. J. Zollinger are vice-presidents.

The American Can Company's net earnings in 1926 were \$13,736,381, after all charges and taxes, equivalent to \$4.39 a share earned on 2,473,998 outstanding shares of \$25 par common stock, and compared with \$16,390,036, or \$5.46 a share earned on the same basis in 1925.

Preferred dividends in 1926 were \$2,886,331, the same as in 1925, while common dividends were \$4,947,996, against \$2,061,665 regular and \$1,236,999 extra common dividends in the preceding year. The surplus for 1926 was \$5,902,054, as compared with \$10,205,041 in 1925.

The balance sheet as of Dec. 31, 1926, shows current assets of \$47,567,429, against \$54,879,762 for 1925, and current liabilities of \$12,407,679, against \$12,791,534, leaving a working capital of \$35,159,750, as compared with \$42,088,288. Cash totaled \$10,842,365, against \$15,270,325; Government securities, \$5,020,757, against \$5,028,906, and inventories, \$27,096,513, against \$26,154,042.

The company has no funded debt. Its accounts and bills payable amounted to \$6,953,516, against \$7,317,537. Total assets were \$164,445,125, against \$159,006,048, while the plant account stood at \$110,150,098, against \$103,189,717.

H. W. Phelps, president of the company, said:

"On Jan. 1, 1926, there was made a general reduction in the prices of packers' cans in order to meet conditions in the trade. The reduction in net earnings as compared with those of 1925 corresponds closely to this reduction in prices, and otherwise the operations of your company were quite as satisfactory as in 1925. The volume of business was larger.

"Expenditures for new construction were larger than in 1925, amounting to \$9,126,115. An entirely new and modern factory at Chicago, begun in 1925, has been completed and put into operation. Another entirely new factory at Sacramento has been substantially completed and will be put into operation in 1927."

Block Drug Co., Brooklyn, N. Y., distributor of Carmen Complexion Powder and other products retailing to the drug trade, has appointed the Dauchy Co., New York advertising agency, to direct its advertising. Newspapers and magazines will be used.

We join with many friends in the trade in congratulating Mr. and Mrs. François Goby on the birth of a daughter, Françoise Marie, at Grasse on February 15. Mr. Goby is connected with Tombarel Frères.

We have received a card announcing the birth of a son, Jean, to Mr. and Mrs. Denis Saisse, Grasse, France, on February 9.

Friends of Fred Steffins of the U. S. Industrial Alcohol Co., New York City, will be interested to learn of the arrival of Charles Stanley Steffins at his home in Brooklyn on March 1, 1927. Both mother and son are reported to be doing very well.

Edward W. Zabel, for the past nine years buyer and manager of the drug department for The Fair, Chicago, is now a vice-president in charge of merchandising of the Economical Drug Co., Chicago. The company now has a chain of fourteen drug stores located in various parts of the city and intends to expand its business rapidly, plans being under way to obtain new locations.

After studying pharmacy at Marquette University, Mr. Zabel, who is a native of Sheboygan, Wis., upon becoming a registered pharmacist, entered the employ of the Ashland Drug Company in 1905, which is now a part of the present Economical chain. Three years later Mr. Zabel joined the forces of the Economical Drug Company at its parent store, then located at 84 State street. Mr. Zabel's next move in the business world was to become manager of the Buck & Rayner drug stores. In 1909 he became buyer and manager of the drug and toilet goods department of the W. A. Wieboldt Company. After eight years with the Wieboldt Company, Mr. Zabel was appointed buyer and manager of the drug department of The Fair.

As buyer and manager of The Fair drug department, Mr. Zabel established many new connections with foreign markets while on business trips to Europe, and built up a drug department of considerable importance in the department store field.

A great believer in truthful advertising, Mr. Zabel has had much to do with the development of modern drug store methods and is an outstanding figure of importance in retail drug merchandising.

Business embarrassments since our last report:

Joseph Warbet, dealer in perfumes, 1773 Jerome avenue, New York City, on March 3 made an assignment to Samuel W. Fisher, of 152 West 42nd street, New York City.

On March 10 a bankruptcy petition was filed against Warbet by Coty, Inc., for \$705; A. Bourjois, Inc., \$203; Palmolive Co., \$215. Morris Frank was appointed receiver, under \$1,000 bond, by Judge Knox. Liabilities about \$7,500; assets about \$750.

Allessio Ilaria, a druggist, 361 Bloomfield avenue, Newark, N. J. R. Somer, attorney, appointed receiver by Judge William N. Runyon. Claims more than \$33,000.

Samuel Levine, doing business as Samart Pharmacy, 202 West 81st street, New York; bankruptcy petition, no schedules filed. A. Welles Stump was appointed receiver, under \$1,000 bond, by Judge Hand upon a creditors' petition which lists the liabilities at \$15,000 and assets at \$5,000.

Bernard Kleinman, pharmacy business, 738 New Lots avenue, Brooklyn, N. Y. Liabilities, \$5,642.75, and assets of \$3,950. Judge Moscovitz has appointed David Bregman receiver in bond of \$1,000.

Heywood Broun, one of the group of earnest introspective stylists which contributes life and snap to American journalism, filled his column in the *New York World*, recently, with a discussion on perfumes.

Mr. Broun claims his sense of smell is deficient and that he is unable to distinguish one perfume from another. He expresses a marked preference for the odor of burning autumn leaves. He finds himself unable to comprehend the description of odors which are commonly used by those who are familiar with the industry.

Just how much of his interesting article is truth and how much arises from his exceptionally active imagination, we are unable to say. If Mr. Broun has a nose to train, we respectfully suggest that he enroll in one of Dr. Wimmer's courses. If he has no sense of smell whatever, we regret that nothing can be done for him.

He has probably revealed the reason why some types are not in good odor with him.

A new limited liability company, the Imperial Chemical Industries, Ltd., is to be formed to take over the business of Brunner, Mond & Co., Ltd., Nobel Industries, Ltd., the United Alkali Co., Ltd., and the British Dyestuffs Corporation, Ltd., and, on the assumption that all the shareholders of the margin companies consent to exchange their holdings of shares, the issued capital of the new company, on the basis of exchange, will be £56,802,996, divided as follows: £16,219,306 seven per cent cumulative preference shares of £1 each (preferential both as to capital and dividends), £16,219,306; 31,095,555 ordinary shares of £1 each, £31,095,555; 18,976,270 deferred shares of 10s. each, £9,488,135; total, £56,802,996.

The first directors of the new company will be: The Right Honorable Sir Alfred Mond, Bart., M. P., chairman; Sir Harry McGowan, K. B. E., president and deputy chairman; the Right Honorable Lord Ashfield, P. C.; Sir John Brunner, Bart.; G. C. Clayton, esq., C. B. E., M. P.; H. J. Mitchell, esq.; Henry Mond, esq.; Sir Max Muspratt, Bart.; Lieutenant-Colonel G. P. Pollitt, D. S. O.; the Most Honorable Marquis of Reading, P. C., G. C. B., G. C. V. O., G. M. S. I., G. M. I. E.; Sir Josiah Stamp, G. B. E.; B. E. Todhunter, esq.

Sir Alfred Mond, in an interview printed in the *New York Journal of Commerce*, stated that capitalization had been decided upon only after very careful study, of the earnings of the four merging companies and their subsidiaries over the last completed year, and not on the published balance sheets.

The exchange of shares is a purely voluntary one, and it is felt that the obvious advantages to be derived from merging will cause the vast majority of the shareholders to exchange their holdings on the terms proposed. The old companies will go on functioning as at present, with their own boards of directors, but under the supervision as regards policy and finance of Imperial Chemical Industries. All the companies concerned are engaged in manufacturing similar products, or in consuming products which the others manufacture, and there are many points of contact both in their present operations and their future development. Sir Alfred Mond stresses the point that it is an obvious advantage to form a fusion of these great interests. It would, he said, eliminate overlapping and would enable the heavy chemical industry of Great Britain to be carried on as one unit and throughout the world at large. It would, he added, enable them to compete with similar corporations of equal size in other parts of the world.

The Ridge Manufacturing Co., Brooklyn, N. Y., has established a showroom for its products at 80 Irving Place, New York City.

A. E. Illes, vice-president and chief chemist of the Joy Synth Company, Inc., Dallas, Texas, manufacturers of toilet articles, barber and beauty parlor supplies, has sold his interest in the company.

Mr. Illes was the organizer of the Weichsel Laboratories, Inc., Dallas, Tex., which was succeeded by the Joy Synth Co., Inc.

Julius Schmid, Sr., president of Julius Schmid, Inc., New York City and Mrs. Schmid sailed on the *Albert Ballin* March 2 for a six months' business and pleasure trip abroad which will include visits to the principal places of interest in Germany, Austria, France, Hungary, Czechoslovakia, Switzerland and Spain. While on the trip, Mr. Schmid will investigate new sources of supply for raw materials and finished goods used by his company.

A week prior to sailing, Mr. and Mrs. Schmid returned from an 18,000-mile automobile trip which took them in less than six months to all of the principal cities of the United States. Mr. Schmid was one of the few automobilists to make the trip over the Rocky Mountains in Winter. Some records compiled by his associates show that within the last two years he has, in making business trips, covered 75,000 miles by automobile.

On the eve of his departure, his associates gave a dinner in honor of Mr. and Mrs. Schmid at the Waldorf Astoria. The guests included Judge A. H. F. Seeger, John E. Sullivan, Mr. and Mrs. Julius Schmid, Jr., C. J. Schmid, Mr. and Mrs. J. T. O'Connell, Mr. and Mrs. George Wetzel, Miss Clara Wetzel, Mr. and Mrs. W. G. Baudoin, Raymond C. Hildebrand, George C. Prigmore, Thomas E. Aher, H. L. Hill, Mr. and Mrs. M. S. Simpson, William Blank, and Miss Mildred Hutchison. Speeches were made by Judge Seeger and John E. Sullivan. An informal supplementary send-off was given to Mr. and Mrs. Schmid just before the ship sailed. Mr. Schmid is a veteran traveller, the present trip being his 52nd ocean voyage.

One of this winter's most successful events in New York Society was the Plum Blossom Ball held at Sherry's. A feature of the ball was the amateur cabaret show, coached by Grace Henry, which took place at midnight. The ballet, "Dans La Nuit," by Worth, of Paris, epitomizing the essence of exotic perfume, with Elizabeth Wyatt as the *Spirit of Perfume*, was an artistic achievement. Members of the ballet included eight young society girls.

E. M. Laning Co. announces the appointment of J. G. Zarwick, 127 Opera Place, Cincinnati, Ohio, as its representative for Cincinnati and adjacent territory.



JULIUS SCHMID

Herbert W. Farrell, who has been identified with the New York essential oil trade for 28 years since he was graduated as a chemical engineer from Pratt Institute, Brooklyn, N. Y., most of the time with Arthur A. Stilwell & Co. joined on March 1 the Norda Essential Oil and Chemical Co., Inc., New York City, and will have charge of sales of pharmaceuticals and essential oils. Shortly after joining the organization, Mr. Farrell left on a business trip which will take him through the Middle West calling on the trade.

The farmers' problem in foreign trade will occupy a prominent place on the program of the Fourteenth National Foreign Trade Convention to be held at Detroit, Michigan, May 25-27 next, according to O. K. Davis, Secretary of the National Foreign Trade Council, who has made public the convention's preliminary program.

Two of the important speeches already arranged for the Detroit convention on this topic include addresses by ex-Governor James P. Goodrich of Indiana on "Some Hopeful Aspects of Agriculture" and the opening address of the convention by Julius H. Barnes, President of the Barnes-Ames Company, New York, grain commission and shipping merchants, and former president of the Chamber of Commerce of the United States, on "The World's Trade Today and Tomorrow."

Registrations for the convention are already the largest in six years, in response to a rising interest in foreign trade indicated by our 1926 foreign trade tonnage of 94,183,000 tons, the greatest volume of international commerce in our

Prince Georges Matchabelli, scion of an ancient Russian family, who has been engaged to take charge of the perfumery department of a prominent 5th avenue courturier's shop, was interviewed recently in the New York *Evening Post*. The Prince, when seen in his laboratory in East 60th street, told of his enthusiasm for perfumes and his scientific study of their preparation. While studying in Berlin to be a mining engineer he became interested in perfumes through the plight of a lady friend who could not find the odor she desired. His chemistry professor, by advice and precept, enabled him to make the blend and he became interested in the science. On coming to America, where he opened an antique shop, he devoted his spare time to delving in the preparation of perfumes and found it both fascinating and more profitable than antiques. So he went on with the study of chemistry and odors, going into it thoroughly, as will be seen by the fact that for two years he has attended the night courses on perfumes and cosmetics conducted by Professor Wimmer at the New York College of Pharmacy, Columbia University.

A magazine and business paper campaign has been started by Mouilleron, Inc., New York, importer of perfumes. Wilson & Bristol, advertising agency, also of New York, directs this account.

The Lever Brothers Company, Cambridge, Mass., has appointed Ruthrauff & Ryan, Inc., New York advertising agency, to direct the advertising of Lifebuoy soap.

Fioret, Inc., New York, perfumes, has placed its advertising account with Barton, Durstine & Osborn, Inc., advertising agency.

The Board of Trustees of the Philadelphia College of Pharmacy and Science at its regular meeting on March 1 authorized the Building Committee to start immediate construction of the new college building on the site at 42nd, 3rd, Woodland and Kingessing avenues which was acquired several years ago. The building will be three stories in the Georgian style of architecture, and will accommodate not more than eight hundred students including all regular and special classes.

The architect's name is Norman E. Hulme. The chairman of the Building Committee is Dr. Otto W. Osterlund, president of the Belmont Trust Company. Ground will be broken immediately, and the building will be completed in about nine months. It is to cost about \$600,000.00.

The Board of Trustees has authorized the Committee on Admissions to reduce the number of entering freshman students for the next session from 300 to 250 in the interests of better education.

The investment of the American Telephone and Telegraph Co. and its twenty-four associated operating telephone companies which comprise the Bell Telephone System increased over \$318,000,000 during the year, and total assets were over \$3,256,000,000 at the end of the year according to the annual report of the company just issued.

The Bell Telephone System net earnings in 1926 were \$204,870,000, an increase of \$22,426,000, or 12 per cent., over the previous year. This compares with an increase in investment of 11 per cent. These net earnings were at the rate of 6.6 per cent. on the amount invested in plant and other assets.

At the end of the year, the System had \$46,688,000 in cash to meet current expenditures, and temporary cash investments of \$93,224,000 held available for conversion into cash as needed.

Bon Ami Co., New York City, has set aside \$400,000 for the payment of 1927 dividends on Common A stock at the rate of \$1 a share for each quarter. Two dividends of 50 cents each per share have been declared on the Common B stock, payable out of the surplus, on January 5.

Doralinda, Inc., of Hollywood, Cal., maker of cosmetics has appointed the Dake-Johanet Advertising Agency of Los Angeles to handle its advertising. Newspapers and magazines will be used.

The Illinois Cosmetics Company, Chicago, manufacturer of Il Cosmet toilet requisites, has placed its advertising account with The A. R. Johnson Organization, advertising, also of Chicago.

The equipment of the glycerine plant formerly operated by Marx & Rawolle on Van Brunt street, Brooklyn, has been turned over to the Consolidated Products Co., 15 Park Row, New York, and is being offered by them.

A. B. C. Tooth Brush, Inc., incorporated in Delaware last October, through the Delaware Charter Co., Wilmington, has changed its name to Evolution Tooth Brush, Inc.

The National Toilet Company, Paris, Tenn., manufacturer of toilet requisites and creams, has placed its advertising account with the Roche Advertising Company, Chicago.

CHICAGO TRADE NOTES

The Chicago Drug and Chemical Association played host to the Chicago Perfumery Soap and Extract Association at the last regular monthly meeting and luncheon, held at the Hamilton Club, February 24. After the luncheon, which was attended by about 90 members of the trade, Col. John A. Lee, secretary of the Western Cannery Association spoke. Col. Lee departed from his set topic of "Food Products" and substituted a very interesting talk on business possibilities in the South.

New members of the Chicago Drug and Chemical Association include, Harry K. Mundorf, branch manager of Sharp & Dohme; Ralph E. Hayes, sales manager for the Central States for E. R. Squibb & Sons; Walter F. Niemann, assistant sales manager of Norwich Pharmacal Co.; Robert A. Havenor, salesman for Peter Van Schaack & Sons; George N. Case, chemist of Green Oil Soap Co., and Lester McNearney, salesman for George Lueders & Co.

The nominating committee, reports the following candidates for office for the ensuing year, to be voted upon at the annual meeting:

Officers—president, Wm. Lowenstein; vice-president, B. F. Zimmer; secretary, R. J. Swing; treasurer, F. B. Campbell. Directors—(term of two years): George F. Fiske, E. V. Doyle, L. J. Bertoli, Paul E. Gibney.

E. V. Killeen, vice-president of Geo. Lueders & Co. was in the Chicago offices on business this month.

McGowan Laboratories, 710 West Jackson boulevard, have surrendered their charter to the secretary of state.

A. C. Davenport, E. T. Taylor, George Fraser and E. N. Meyer have organized the Davenport Taylor Label Co., with offices at 412 Orleans street. The new company has a capital stock of \$40,000.

The annual sales conference of the Monroe Drug Co. was held last month at Miami, Fla., with the sales manager, L. P. Bonfoey, Roy Coffman and Charles Gnuse attending from the general offices.

D. M. Hoffman has been made manager of the Gibson department of the Cudahy Packing Co. He is well known to the soap trade. C. A. Winkler, who resigned from that position, will go to California for a rest.

The Walgreen chain will open a chemist and cosmetic shop in the Strauss Building, at Jackson and Michigan boulevard. This will make 108 stores in the Walgreen chain and several others are scheduled for opening during the next few months.

William H. Schutte, Chicago representative for P. R. Dreyer, of New York, reports the demand for floral oils as getting stronger and the outlook for business during the next few months as bright throughout the entire Mid-West territory.

The stock and fixtures of Downey, Turnquist & Co., 914 West North avenue, who went into the hands of receivers recently, was sold by Michael Tauber & Co., at auction last month. A large number from the perfume and cosmetic trade attended the auction.

The Kolar Laboratories are now located in their larger quarters at 6 South Seeley avenue, where they have installed the latest equipment to make their full line of toilet preparations for the trade.

Dr. E. G. Thomssen, of the J. R. Watkins Co., of Winona, Minn., was a business visitor in the Chicago market last month.

Peter Jorgensen, west coast representative of the Karl Keifer Machine Co., was a visitor in the Chicago market last month, making his headquarters with Thomas C. Kelly, Chicago representative of the company.

Harry Skillman, advertising manager for Parke, Davis & Co., Detroit, retired from active service last month after twenty-eight years with the company.

M. F. Gallagher, Jay C. Williams and L. A. Crowell have organized the Indicator Laboratories, with offices at 612 North Michigan avenue, to manufacture and deal in cosmetics and toilet articles of all kinds. The new company has an authorized capital of \$150,000.

A. Peck, of Richard Hudnut, has returned from an extended business trip to the New York offices of the company.

J. A. Hottinger, G. W. Wood and L. A. Welton have organized the North Avenue Drug Co., with headquarters at 6058 West North avenue, to buy and sell cosmetics and drugs of all kinds.

The Citrus Products Co. has taken over the building at 11 East Austin avenue, where it will manufacture a line of extracts and citrus drinks for the trade.

A. F. Waterman, J. H. West and J. R. Long have organized the Pera Pine Co., 953 Grant avenue, Rockford, Ill., with a capital stock of \$25,000 to manufacture and deal in soaps, cleansers and related products.

W. C. Wakefield, J. D. Wakefield and Chas. Epple have organized the Wakefield Co. with offices at 1040 East 65th street, Chicago, to manufacture and compound drugs, chemicals, etc. The new company has a capital stock of \$25,000.

Louis Ellisberg, Sam Hoffenberg and E. Fisher have organized the Neo Product Co., with offices at 2511 Clybourn avenue, Chicago, and an authorized capital of \$20,000, to manufacture and deal in all kinds of chemical preparations.

The trade has received word of the marriage of John A. Regan, sales manager of the Billy B. Van Soap Co., of Newport, New Hampshire.

The trade is sorry to hear of the death of George R. Wood, secretary and treasurer of the McLean Drug Co., which operates several large drug and cosmetic stores in the loop and the north side. He was 59 years of age at the time of his death and is survived by his widow and two sons. The burial was in Rosehill Cemetery.

Wm. Lowenstein, production manager for Bauer & Black, is spending a few weeks at Santa Fe, New Mexico, with his family, who are spending the winter in that state.

The Walgreen Co., has increased its capital stock from two and a half million dollars to four and a half million dollars, to take care of the expansion of the big chain. The directors have been increased from three members to five. The company plans new stores in Chicago and surrounding suburbs and is also planning for a large store in East St. Louis where they have rented 4,100 square feet in a new building to be erected on the site of the Illmo Hotel, which burned to the ground recently in that city.

The trade is sorry to hear of the death of Fred W. Wollin, president of the National Beverage Co., and treasurer of the Schoenhofen Co., of Chicago.

The Hoppe Theatrical Rouge Co. has closed its offices at 160 North LaSalle street.

Arthur Hay, Jr., M. Knottle and Louis Adolph have organized the Jackson Park Drug Co., with offices at 7,501 Stony Island avenue and a capital stock of \$20,000 to handle cosmetics and drugs.

The Romola Parfumerie, Inc., has doubled its capital stock to take care of the expanding business. The offices are now located at 2934 South Michigan avenue. K. Chowdhury is president and treasurer and M. Meyers is secretary. They manufacture cold creams, toilet waters and perfumes and are starting a newspaper campaign to increase the sale of their products.

D. H. Brill, Mae Phillips and Ruth C. Strauss have organized the Ruth Mae Co., with offices at 5107 Blackstone avenue to operate beauty parlors and sell cosmetics.

The Allied Drug Stores, an organization of independent drug stores in the Chicago market, are trying out co-operative advertising in the newspapers and featuring cosmetics with other lines in the newspaper space they are using.

James T. Fullerton, Charles B. Clerkin and Henry Spreitsman have organized the Fullerton-Clerkin Co., with offices at 935 West Garfield boulevard, to manage and operate drug stores, selling cosmetics and drug products.

Morris H. Cohen, M. Davidson and Manuel Feigen have organized the H. Gee Laboratories, Inc., with offices at 4549 North Kedzie avenue, to manufacture and deal in chemicals. The new company has an authorized capital stock of \$10,000.

The Baldwin Perfumery Co. is now located in its new quarters at 412 North Orleans street, where it has taken larger space than was afforded by its old location in North Franklin street, which was recently torn down to make way for a large office building.

Master William Robert Sibbach made his first appearance on March 9 at the home of Mr. and Mrs. William G. Sibbach, Maywood, Ill. The future member of the manufacturing and importing firm of Wm. G. Sibbach & Co. weighed 7 pounds and 5 ounces and is as lusty as can be desired. Numerous friends in Chicago and New York extend congratulations.

George F. Merrell has resigned his connection with the Allen B. Wrisley Co. and is now eastern manager for Albert Verley, Inc., with offices at 729 Seventh avenue, New York City.

J. H. Black has joined the laboratory forces of the Iowa Soap Co., at Burlington, Iowa. He was formerly with the Fairchild & Shelton Co.

H. G. Buckley has resigned his connection with William Welte & Co., of St. Louis, and is now with the American Soap Powder Works.

Louis Asher, M. A. Solomon and Charles O. Schoke have organized the Schurz Drug Co., with offices at 3618 Milwaukee avenue, Chicago. The company has a capital stock of \$10,000 and will engage in a general cosmetic and drug business.

William J. Milroy has resigned as director of sale of the Rex Mineral Soap Co. and will engage in other lines of business.

Henry E. Barroll has been named manager of the central territory for the Bond Manufacturing Co., of Wilmington, Del., with headquarters at 208 North Wells street, Chicago.

Thomas F. Gibson, manager of toilet sales for the Colgate & Co., at St. Louis, was married last month to Miss Lenore D. Ganahl, of that city. The marriage took place in Chicago and the staff of the St. Louis office gave them quite a welcome on their return to the Mound City.

A. J. Eisenberg, Esther Reidel and Samuel Blair have organized the Clemug Supply Co., with offices at 4323 West 26th street, Chicago, and will manufacture and deal in a complete line of barber supplies.

The Enoz Chemical Co. will start an advertising campaign for Enoz preparations, with the Green, Fulton, Cunningham agency in charge.

The stock of cosmetics and drugs of Benjamin Rosen at 3924 West 16th street, Chicago, has been sold at auction by Michael Tauber & Co.

John C. Carpenter, E. Wood and C. B. Rassmussen have organized the A. S. Nichols Western Co. with a capital stock issue of \$20,000, and offices at 140 South Dearborn street, to handle chemicals and compounds.

Twenty-six of the leading independent druggists in Chicago have organized the Allied Drug Stores to buy cosmetics and drugs on a cooperative plan and the organization will seek new members until they reach the maximum of 250 members. B. J. Stearn, E. Selton, O. J. Fisher, R. R. Bovorik, O. J. Shatzkis and G. B. Brinkerhoff are the leaders of the new organization.

A recent survey by the Chicago Tribune among Chicago druggists showed that approximately 240 brands of face powder were found stocked by the 100 dealers interviewed, and domestic powders were found more popular than French powders.

IN MEMORIAM FOR DEPARTED FRIENDS

BARRETT, MARCUS L., president of M. L. Barrett & Co., Chicago, at St. Petersburg, Florida, March, 1924.

BRUCKER, CARL, senior member of Fritzsche Brothers, New York, March, 1913.

DALLEY, HENRY, retired perfumer and one of the founders of the M. P. A., West Reading, Conn., March 9, 1916.

FERGUSON, JAMES A., soaps, Louisville, Ky., March, 1915.

GOMEZ, RICARDO, president of Gomez & Sloan, Inc., New York, shipwrecked in Gulf of Mexico, March, 1923.

GREEN, JACOB H., president of Emarco Co., cosmetics, Roxbury, Mass., March, 1925.

HALL, GEORGE, perfumer, with various firms and long identified with the industry, Tucson, Ariz., March, 1921.

JENKS, CHARLES C., of the firm of Foote & Jenks, Jackson, Mich., March, 1924.

KING, W. J., perfumer, many years associated with the industry, Chicago, March, 1922.

KIRK, JAMES A., president of J. S. Kirk & Co., soaps, Chicago, March, 1907.

LEGG, A. J., president Or-Blos Co., Jacksonville, Fla., March, 1926.

MARDEN, FRANK W., president of the Marden-Wild Co., of Somerville, Mass., at Miami, March, 1924.

MERLE, AUGUSTIN, of Bruno Court, Grasse, France, March, 1918.

MESSNER, SIGMUND, treasurer of the Imperial Metal Mfg. Corporation, Long Island City, New York, March, 1921.

RABY, P. A., partner, Evergreen Chemical Co., New York, March, 1926.

RICKSECKER, THEO., former president Manufacturing Perfumers' Association, New York, March, 1919.

RIPPEY, WILLIAM, manufacturer of flavoring extracts, Cincinnati, Ohio, March, 1917.

ROCKHILL, CLAYTON, of the late firm of Rockhill & Vietor, New York, March, 1918.

ROGERS, GEORGE L., soap, Centerdale, R. I., March, 1917.

SEFTON, ALFRED H., Harriet Hubbard Ayer, Inc., New York, March, 1926.

SHEDD, FREEMAN B., Lowell, perfumes, March, 1913.

STUART, FRANCIS F., flavoring extracts, Niagara Falls and Toronto, Ont., March, 1914.

TENNEY, HENRY W., proprietor of the Warren Soap Mfg. Co., Canton, March, 1916.

WILLIAMS, JAMES BAKER, founder of J. B. Williams & Co., Glastonbury, Conn., March, 1907.

WOODLEY, GEORGE F., JR., Woodley Soap Manufacturing Co., Boston, Mass., March, 1922.

Dr. Ira Remsen

Dr. Ira Remsen died March 4, 1927, at Carmel, Cal., after a brief illness, at the age of 81 years. Dr. Remsen had a long and notable career in chemistry and for 40 years was editor of the *American Chemical Journal*, which he founded. Space prevents even a partial enumeration of his many connections and achievements. Of special interest to our readers a few are mentioned. The Society of Chemical Industry of Great Britain in 1904 conferred upon him its gold medal in recognition of his discovery of saccharin.

In 1906 he was selected by President Roosevelt as the head of a board to pass upon the question of the alleged harmfulness of benzoate of soda and other chemicals as food preservatives, and in that capacity found himself at times at strong variance with Dr. Harvey W. Wiley, who had charge of the administration of the pure food law.

In 1923, he received from the American Chemical Society its much coveted Priestley Medal, awarded by it triennially for distinguished services in chemistry. He received the degree of LL. D. from Columbia, Princeton, Yale, Toronto, Harvard, Pennsylvania State College and the University of Pittsburgh; Ph. D. from Goettingen and D. C. L. from the University of the South. He married in 1875 Elizabeth H. Mallory, of New York, who survives him with their two sons, Ira Mallory Remsen and Charles Mallory Remsen.

NEW PUBLICATIONS, PRICE LISTS, ETC.

EVERGREEN CHEMICAL Co., 9 Church street, New York has issued a catalogue and price lists of its blended concentrated flower oils for use in perfumery and toilet preparations. The list is very complete and classifies each product under a heading which shows the particular use for which it is most suitable.

MAGNUS, MABEE & REYNARD, INC., 32 Cliff street, New York City, have issued their March price list of essential oils, chemicals and specialties. Included in the classifications are essential oils, balsams, infused oils, oleoresins, fixed oils, chemicals, sundries, and imitation flavor.

DU PONT CELLOPHANE Co., 40 West 40th street, New York, is sending to the trade a circular calling attention to its advertising campaign to promote sales, a reprint being enclosed of the first of a series of announcements in the *Saturday Evening Post*. "Creating a Consumer Consciousness for Cellophane Wrapped Merchandise" is the slogan of the campaign, which will be waged vigorously.

KUHNE-LIBBY Co., 54 Front street, New York City, has issued the second edition of its very useful little booklet entitled "Formulae for Toilet Preparations made with Red K Brand Petrolatum and Mineral Oils." The formulae are based on the long experience of the firm's chief chemist, covering many years of actual manufacturing of toilet preparations. Copies may be obtained by sending a request to the firm.

"YEAR BOOK AND DIARY FOR 1927," published by the London *Chemical Age*, is received. It is a large volume, 9 x 12 inches, 155 pages, containing diary blanks, association and trade directories, useful chemical tables, constants of essential oil, valuable statistics and other information. The office is at 8 Bouverie street, London, E. C. 4.

MME. PATTIE, Kansas City, Mo., has issued a little folder describing some of her products for the treatment of the skin. The leaflet is attractively illustrated with her photograph and shows retail prices on the various items listed.

ROSSVILLE ALCOHOL TALKS, Booklet No. 27, February, 1927, issued by the Rossville Co., Lawrenceburg, Ind., contains fresh information on the uses of "Alcohol in the Vinegar Industry."

TOMBAREL FRÈRES, Grasse, France, have forwarded a complete analysis of the situation in flower crops and floral oils during the last two years through Orbis Products Trading Co., New York City, American representatives. The report in general confirms the special Grasse market reports which have appeared in this journal during that period. It

shows that prices during 1926 were generally higher than those in 1925, principally on account of the depreciation of French currency. Each of the principal crops is taken up and considered separately in the review, which gives a comprehensive picture of conditions in Grasse as affected by the course of the franc and changing production of the various crops.

RADIO CORPORATION OF AMERICA sends us the annual report of the directors to the stockholders for the year ended December 31, 1926. It makes an excellent showing, comparable with the huge strides forward taken by the radio industry in recent years. After providing for depreciation of plant and inventory, the operations for the year resulted in a net profit of \$7,367,100. Of this \$1,885,090 has been allocated to reserves for patents and Federal Income Tax, and \$4,632,010 has been credited to Surplus Account. The balance of \$850,000 has been applied to reserve against Foreign Investments and General Reserve Account.

NATION'S BUSINESS for March contains an interesting article from the pen of William Boyd Craig entitled, "Why Do They Call 'Em Drug Stores?" The author concludes that the modern trend toward general merchandise will run its course and that the drug store of the next generation will again feature its prescription counter rather than one of its many other departments.

AMSTEROSE Co., Philadelphia, has issued a revised price list showing new prices on its line of cosmetics and toilet preparations.

BOOK REVIEWS

(Copies of Books Reviewed in this Column, and Other Works Useful to Our Readers may be Obtained through the Book Department of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff street, New York.)

LES ORIGINES PRÉHISTORIQUES DE L'ÉCRIRE, by R. M. Gattefossé, Octavo 6 x 9 inches, 42 pages, Anciens Etablissements Legendre, Lyon, France, 1925.

M. Gattefossé in this treatise on the origins of writing displays his remarkable scientific versatility. While it is impossible to agree with all his conclusions regarding the revealed character of written language, it is necessary to admire the ingenuity of his arguments in support of the theory. The author compares prehistoric forms of writing and traces the similarity between them and the work of modern uncivilized races. His work will undoubtedly be of considerable interest to the antiquarian engaged in similar studies.

1914-1924 DIX ANS D'EFFORTS SCIENTIFIQUES INDUSTRIELS ET COLONIAUX, Vol II. 1508 pages, quarto, cloth, illustrated, *Chimie et Industrie*, Paris, 1926.

This is the second volume of the elaborate commercial review prepared by the Société de Chimie Industrielle and published by *Chimie et Industrie*. It covers a wide range of topics and describes an imposing list of French and French Colonial industries. The statistical information alone makes the work of great value to anyone interested in the French industrial situation. An illustrated section of about 40 pages discusses spices, flavors, essential oils

and aromatic products at some length, taking up separately all of the principal sources of supply.

An interesting feature of the book is a section devoted to articles regarding numerous important business concerns in French industry. Each company is given several pages in this section in which are shown views of the plants of the various manufacturers, lists of their products and outstanding developments in their recent histories. Among the firms mentioned in this interesting section are: Établissements Antoine Chiris, Descollonges Frères, Lautier Fils, Roure-Bertrand Fils, and Société Chimique des Usines du Rhône, all of which are well known to many of our readers.

FOUR THOUSAND YEARS OF PHARMACY.—An outline history of Pharmacy and the allied sciences. By Charles H. LaWall. Published by J. B. Lippincott & Company.

Pharmacy owes a debt of gratitude to Dean LaWall for this book on the history of pharmacy and allied sciences. The writer has from time to time published various articles on historical subjects and knows that there are more persons interested in such subjects than one is apt to think in this age of commercialism. LaWall, in his introduction, states that pharmacy is a specialized calling which may rise to the dignity of a true profession or sink to the level of the lowest commercialism, and that the latter has always been a more or less important factor. In the present era it seems to have reached the highest point possible, and for that reason the real value and function of pharmacy have frequently been overlooked by outside observers. Even pharmacists themselves have been so much in ignorance of the history and traditions of their own calling that they have not realized the necessity of stressing their professionalism and making the real dignity and importance of their work apparent.

To all of which we say a hearty Amen! It is for this reason that the writer claims that pharmacy as a whole owes a debt of gratitude to LaWall for publishing his *Four Thousand Years of Pharmacy*. The entire makeup of the book shows that it is intended not only for the student of history, but for the everyday reader. There are eleven chapters: 1. Ancient Pharmacy. 2. Pharmacy during the Greek, Alexandrian and Roman Periods. 3. Arabian Period. 4 and 5. Medieval Pharmacy. 6. Pharmacy during the 15th century. 7. Pharmacy during the 16th century. 8. Pharmacy during the 17th century. 9. The progressive 18th century. 10. The Recent 19th century. 11. The present 20th century. There follow a bibliography, a chronological table and an index.

The most attractive feature of the publication may be found in the numerous illustrations, of which there are no less than 64. They range from sections of the Papyrus Ebers to the exhibit of pharmacy at the recent sesqui-centennial exposition.

We heartily recommend this interesting book to anyone connected with any phase of the drug or medicine profession of business. He will find much of value. *Four Thousand Years of Pharmacy* should be in the library of every educated reader.

C. P. WIMMER.

Valuable Information

Besides carefully scanning the text pages of this journal every month our readers will find much information, which is of considerable value, in the advertising announcements.

YEAR-BOOK OF PHARMACY AND TRANSACTIONS OF THE BRITISH PHARMACEUTICAL CONFERENCE, 632 pages, 5x8 in. Cloth. The Pharmaceutical Press, London, 1926.

This book contains the minutes of the 1926 meeting of the British Pharmaceutical Conference and in addition a wealth of abstracts of scientific articles on all subjects connected with the practice of pharmacy. A section on essential oils and another on general organic chemicals will be of interest to our readers. Both consist of reviews on recent scientific articles published in the leading journals. The book is well printed and attractively bound and will doubtless be of value to those connected with the profession of pharmacy.

NEW YORK MERCHANTS' ASSOCIATION YEAR BOOK FOR 1926; 332 pages: Woolworth Building, 233 Broadway.

This valuable annual publication of the Merchants' Association gives a comprehensive survey of the varied and beneficial work which it accomplishes for its members and for the general public. The scope of the organization takes in practically every phase of trade and industrial activity that may concern the welfare of its members and the business development of the metropolis. The membership at the close of the fiscal year was 6,908 and now is about 7,000. Two rosters are presented, one of members arranged alphabetically by name and the other classified by trades, both being complete and comprehensive. The membership includes numerous firms and business men in our allied industries.

ANNUAIRE RÉPERTOIRE DES INDUSTRIES DE LA PARFUMERIE ET DE LA SAVONNERIE, quarto, boards, *La Revue des Marques de la Parfumerie et de la Savonnerie*, Paris, 1927.

This is the familiar annual number of our French contemporary. It contains in addition to the French trademark law a list of trade-marks in the perfume and soap industries filed during 1926, carefully indexed and a liberal supply of diary pages. Probably the most interesting feature of the book from the standpoint of the American reader is the advertising section, which contains much interesting material concerning leading firms in the industries and their products.

ANNUAL REPORT OF THE SMITHSONIAN INSTITUTION, Octavo, 633 pages, Illustrated, Government Printing Office, Washington, D. C. Price \$1.50.

The annual report of this organization records the continued scientific progress of the Institution and a steadily widening scope in its inquiries. During the year special researches were carried on under its direction involving work in many branches of science. The result of this technical work is presented in its annual report to Congress. Of particular interest and importance to the chemical industry in the current volume are the following: A lecture on "Chemical Elements and Atoms" by G. Urbain in which he discusses briefly the modern trend in physical chemistry; a discussion of the "Manufacture of Radium" by Prof. C. Matignon and a study devoted to "Yeast and Fermentation" by A. Chaston Chapman.

Of less direct interest to our industries is a section of the report devoted to progress in insect control in which Dr. O. L. Howard discusses entomology in general, E. R. Snodgrass writes on the development of the insect and W. L. McAtee discusses the control of insect pests.

THE CHEMISTRY OF THE NATURAL AND SYNTHETIC RESINS, T. Hedley Barry, Alan A. Drummond and R. S. Morrell, 195 pages, octavo, 6 in. x 9 in. D. Van Nostrand Co., New York, 1926. Price \$5.50

This work is an adequate review of the technology of the resin group. It lists virtually all of the properties physical and chemical of the numerous products of the class and gives in addition a reasonably extended description of the sources of supply and methods of production of the natural sorts. A special section is devoted to the various synthetic resins on which technical literature has been rather meager thus far.

The book should be of some value to the consumer of any of these products. However, it is directed principally to the paint and varnish industries. Hence the emphasis is upon products and properties of particular interest to the paint and varnish technologist. A casual reading reveals no technical errors and remarkably few commercial statements which might be brought into question. Printing and binding are satisfactory and the book is adequately indexed, something greatly needed in a work of the sort.

A SURVEY OF AMERICAN CHEMISTRY, edited by William J. Hale, 8x5 inches, 257 pages, Chemical Catalog Co., Inc., New York, 1927.

The author has collected a series of important reviews of the progress of chemistry in the United States during the last year, each written by a specialist in his particular field. The whole presents an outline of American chemistry and a picture of research progress in this industry. No complete section is devoted to research in our industries, but several are given over to a review of progress in organic chemistry. Among the authors who have contributed chapters to the work are Marston T. Bogert, F. O. Taylor, Treat B. Johnson, Roger Adams, E. Emmet Reid, F. C. Whitmore, H. S. Miner, S. C. Lind, Colin G. Fink and many others. As a background for research work, the book should give a valuable perspective.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION: Proceedings of the fifty-second regular meeting, held at French Lick, Ind., September 27-30, 1926; 436 pages, bound in cloth.

This volume is really the year book of the association, for in addition to the complete record of the proceedings of the annual meeting it contains much other informative matter. There is a list of 389 members and 162 ladies who were present at the French Lick meeting. In addition to the roster of old and new officers there are lists, arranged both geographically and alphabetically of the 292 active and 395 associate members, corrected to November, 1926. The volume also contains the constitution and by-laws, together with an index. The committee reports on trade problems are valuable and informative. Memorials are recorded for twenty-three members who died during the year, of whom the following are of interest to our readers: Alfred H. Williams, Edward D. Libbey, Charles Mayer, Harry B. French, Edward A. Olds, Theodore H. Lyons, Albert J. Will and Charles J. Kiger.

Interesting from Every Angle

L. R. O'Neill, 354 Brewster St., Bridgeport, Conn.

I find the PERFUMER increasingly interesting from every angle.

NEW INCORPORATIONS

NOTE.—Addresses are given, so far as they are available, of the incorporators. Otherwise, letters or other first class mail may be sent in care of attorneys or trust companies, endorsed with requests to "PLEASE FORWARD."

Delorane, Inc., toilet articles, \$10,000, Dover, Del. (Corp. Trust Co. of Delaware.)

Gottlieb's Perfume Shops, Manhattan Borough, New York City, \$20,000; B. Gottlieb, E. Cohn. (Attorney, D. I. Michaelson, 565 5th avenue, New York.)

Sunshine Products Co., Apex, N. C., cleaning compounds and toilet preparations, authorized capital \$45,000, and 100 shares of no par value; Charles G. Rosmond, Roseboro; Hal P. Moore and D. L. Butler, of Greensboro.

Independent Master Barbers, Brooklyn, N. Y., supplies, \$100,000; P. Catanzaro, J. Rolo, J. Sanzuri. (Filed by Lindauer, 26 Court street, Brooklyn.)

Marions Beauty Parlor, Brooklyn, N. Y. 20 shares common; no par; M. Lerner, O. Slavin, B. Teitler. (Filed by M. S. Hirsch, 49 Wall street, New York City.)

Dawson Chemical Co., Wilmington, Del., cleaning substances, \$50,000. (Filed by Colonial Charter Co.)

Samaritan Olive Oil Corp., New York City, 200 common, no par; J. W. Simpson 2d., W. D. Cunningham, C. F. Bailey. (Filed by Gleason, McLanahan, Merritt & Ingraham, 165 Broadway, New York City.)

H. Cherrnay Corp., Manhattan Borough, New York City, syrups and extracts, \$25,000; S. H. and H. Cherrnay, S. D. Fishler. (Filed by L. Nieman, 302 Broadway.)

Boze, Inc., Wilmington, Del., deal in toilet preparations, capital \$500,000; incorporators, S. L. Mackey, L. C. Christy and H. Kennedy, all of Wilmington.

Tillary Chemical and Perfumery Laboratories, Manhattan Borough, New York City, \$10,000; P. Massi, A. Caruso, S. Schiffano. (Filed by W. J. Esposito, 291 Broadway, Manhattan.)

American Laboratories, Inc. (incorporated in Delaware), chemicals, cosmetics and toilet preparations, \$500,000; Malcolm W. Ruthven, New York. (Ernest V. Keith, Dover.)

Premier Polish Co., Brooklyn, N. Y., chemicals for cleaning leather, \$10,000; M. M. Larkin, J. Trachman, J. E. Venitt. (Filed by E. Larkin, 381 Livonia avenue, Brooklyn.)

Hair Vim Chemical Corp., Manhattan Borough, New York City, toilet preparations, \$100,000; J. P. H. Coleman, J. E. Easley, L. W. Thornton. (Filed by R. E. Carey, 2376 7th avenue.)

B. J. Products Co., Louisville, Ky., \$10,000; manufacture package drugs, flavoring extracts, perfumes, soap, paste and disinfectants: Edgar Grossman, Harry L. McClelland and Stanley L. Bond.

Les Parfums de la Chevaliere D'Eon, Manhattan Borough, New York City, perfumes, \$100,000; J. Bolton, F. T. Hendl, H. Nolan. (Filed by J. P. Nolan, 25 Broad street.)

Milroy Products, Inc., (Delaware) soap and cleaning products, \$30,000; J. Vernon Pimm, Philadelphia. (Corporation Guarantee & Trust Co.)

Du Barry Parfum Co., Manhattan Borough, New York City, \$10,000; E. Viders, L. Pantell, I. E. Fromer. (Filed by H. Forstenzer, 285 Madison avenue, New York.)

Pan-American Vegetable Oil Co., Plainfield, N. J., 1,000 shares, no par value; M. A. Dalley, Elizabeth; R. Spalluto, Meyer Canter, Plainfield. (Att., William Newacorn, Plainfield.)

Janvin Perfumes, Inc., \$10,000; S. L. Mackey, Wilmington, Del. (Corporation Service Co.)

Sidonia Beauty Salon, Manhattan Borough, New York City, toilet articles, \$50,000; A. Polstein, L. L. Rosenthal, H. Landsman. (Filed by H. Ernst, 1440 Broadway.)

Lucille Savoy, Manhattan Borough, New York City, cosmetics, \$5,000; R. Applebaum, A. L. Burke, E. B. Syrop (Filed by T. L. Segal, 291 Broadway.)

Adams & Martin, Manhattan Borough, New York City, beauty culture, \$10,000; W. Meade, A. Circaca, N. S. Keosican. (Filed by J. Perlmutter, 150 Broadway.)

Beautifactors, Manhattan Borough, New York City, facial preparations, 200 common, no par; M. L. Emert, H. Jacobson, L. Herman. (Filed by L. Spielberg, 50 Church street.)

Anne Carol, Manhattan Borough, New York City, cosmetics, 200 common, no par; J. A. Pulis, A. C. Bartels, K. S. Walker. (Filed by James & Mitchell, 150 Nassau street.)

Elvin Corp., Manhattan Borough, New York City, perfumes, etc., \$10,000; A. V. Hamburger, R. Rothfarb. (Filed by S. S. Hamburger, 1440 Broadway.)

Petty Laboratories, Inc., Trenton, N. J.; manufacture cosmetics; \$100,000 preferred and 2,000 shares no par common; Dave Petty, Upper Darbie, Pa.; Joseph H. Petty, Edward C. Petty, Trenton. (Attorney, William Abbotts, Jr., Trenton.)

Christine Lauer, Manhattan Borough, New York City, toilet articles, \$5,000; C. M. Lauer, L. W. Silverman, E. Rosen. (Filed by Cohen & Sleppin, 299 Broadway.)

Hairever Tonic Corporation, 860 Sixth avenue, New York City, hair restorer, \$100,000 capital stock, has been incorporated in Delaware. Dr. J. F. Pestaner is president.

Butterfly Beauty Products, Manhattan Borough, New York City, \$19,000 preferred, 200 common shares; S. and Dr. E. Greenbaum, Dr. C. E. Oswald. (I. Enselman, 233 Broadway.)

Andrew Makrauer & Son, Inc., barbers' supplies, \$12,500 capital stock, has been incorporated in Delaware by A. and S. L. and H. Makrauer. (American Guarantee & Trust Co.)

Chalfont Products, toilet articles, Manhattan Borough, New York City, \$15,000, P. Del Dyson-Skinner, L. I. Bishop, W. E. Barrow. (P. D. Compton, 75 Fulton street, New York.)

Marie Rose Perfume Co., Manhattan Borough, New York City, \$10,000, J. Gray, F. A. Myers, B. Gans (S. H. Cohen, 217 Broadway, New York.)

Braun's Almbra Preparation, Inc., nail polish, toilet articles, \$100,000; Allo M. Braun, New York. (Trusten P. Causey, Milford, Del.)

Harry J. Prudden, Manhattan Borough, New York City, fruit flavors, 2,500 common, no par; S. J. and L. C. and A. R. Prudden. (Filed by C. W. Bacon, 256 Broadway.)

Co-Dental Crafts, dentists' supplies, Manhattan Borough, New York City, \$100,000; P. O. and B. Z. and L. H. Sprinkler. (Filed by D. A. Lennon, 165 West 46th street.)

Betty Zane Soap & Chemical Co., Dover, Del., \$2,000,000 authorized capital stock. (Corporation Service Co.)

Laboratories Jaq, Manhattan Borough, New York City, \$50,000 capital stock, F. Rosenzweig, N. O'Connor, L. Langsam. (Barron, Rice & Rockmore, 220 West 42nd street.)



MONTREAL

MONTREAL, March 15.—Satisfactory business is reported in the Montreal district, not only in the perfumery and allied trades, but in a general way throughout most of Montreal's industries, and the outlook for the rest of the year is increasingly encouraging.

The winter has been relatively mild, and yet has given a good sports season, thus furnishing most of the advantages of a hard winter with the minimum of its disadvantages. The cosmetics that go along with winter sports have been consumed in customary quantities; but the stoppage of work in some industries resultant on hard winter weather has been less than usual. Less stoppage of work means more money among the mass of the people, and a greater margin available for the purchase of toilet goods, perfumes and cosmetics.

In addition to the work supplied to Montreal houses, the additional demand for labor created by these developments promises to wipe out any threat of unemployment, and provide work and spending money for everyone here and for the flock of immigrants that are expected.

A suggestion is offered by persons in the trade, that something might advantageously be done to develop the "will to spend" of these immigrant crowds.

It usually takes a year or two to bring most immigrants up to the western standard of living. As they are slowly brought to realize the amount of greater comfort that their greater earning power offers them in this country, it is a question of which form of comfort is made to appeal to them first. At present, the automobile seems to take first place. The private bath is practically forced upon them. A daily show comes next. Personal appearance and personal hygiene come quite late in the race.

Canadian perfumers, druggists and others are still looking forward to some results from the P. A. T. A. inquiry. The commission has not at this writing returned from its sessions in Toronto.

The entry into the Canadian field of Distillers Co., Ltd., of Great Britain, has aroused some interest in local distilling circles. They have acquired the Brompton distillery near Montreal, and there are rumors of future acquisitions of still greater importance. Most of Great Britain's industrial alcohol is produced by Distillers Co., Ltd., and they are also big producers of carbonic acid gas, acetone and other products.

J. H. Hubel, chief chemist, and D. A. Pritchard, works manager of Canadian Salt Co., Ltd., were guest speakers at this month's meeting of the Society of Chemical Industry, speaking on the commercial uses of chlorine.

TORONTO

TORONTO, March 15.—The total value of trade between Canada and the United States and vice versa for the fiscal year 1926 is as follows:

Imports from	Total Trade	Per Cent.
United States	of Total	
Raw materials	\$209,107,593	34.3
Partly manufactured	45,462,278	7.5
Fully or chiefly manufactured.....	355,149,761	58.2
Total imports	\$609,719,637	100.0
Exports (Canadian) to		
United States		
Raw materials	\$161,032,151	33.9
Partly manufactured	133,843,801	28.2
Fully or chiefly manufactured....	180,111,415	37.9
Total exports (Canadian).....	\$474,987,367	100.0

The Polusterine Products Co. of Canada, Ltd., at Toronto, is entering the field of perfume making. This company has been making a number of chemical products used in drug stores for some time and is enlarging its field.

Dates have been fixed for this year's convention of the Ontario Retail Druggists' Association. It will be held June 6, 7 and 8, at Hamilton.

The Tamblin Drug Co. is opening a branch store at Stratford, Ont.

The R. M. Hollingshead Co., of Camden, N. J., has purchased a factory at Bowmanville, Ont., for the manufacture of "Whiz Fly Fume." H. J. McCarney, Ottawa, has been appointed Canadian manager.

The P. A. T. A. investigation is moving along quietly, not a rumor having come out from the various meetings that are being held throughout the country behind closed doors. Sir Wm. Glyn-Jones, in charge of the Canadian P. A. T. A., has been seriously ill since the session he attended at Toronto.

Fifty-six retail druggists of Hamilton, Ont., have clubbed together and once a week take the better part of a page in one of the local newspapers to advertise the prices of certain of their lines.

C. G. Whebbly, a Toronto retail druggist and a member of the executive committee of the P. A. T. A., gave an address before the Ontario Retail Hardware Association convention last month at the King Edward Hotel, Toronto,

on the merits of the P. A. T. A. Predatory price cutting is the weakness in the chain of competition and objection to the P. A. T. A., he said.

Rolph R. Corson, his wife and three children, together with his father and mother, have taken their annual trek down south to the vicinity of St. Petersburg, Fla., where they will rest for the next two months. Mr. Corson has taken a cottage at that city, and the day after his entry there was busy on the golf links. He hopes to have at least one round of golf each day until he returns towards the end of April.

Mr. Catto, of Soaps, Perfumes, Ltd., Toronto, was married recently and is building a new home in the northern section of the city.

The John R. Cressy Co., Ltd., Toronto, is getting its plans ready for the annual Toronto Fair in August next. This company, while not overemphasizing the perfume line, has an extensive range of food and drug store products, numbering around 150 different articles that are sold by mail and house-to-house, covering thereby practically the whole of Canada.

A new chemist has joined the staff of the 303 Chemical Co., Toronto, in the person of Harry Corson. Mr. Corson, formerly with this company, has severed his connection to take on some new work.

E. Christenson, of the chemical staff of Van Ess Laboratories, Inc., Chicago, was in the city during the month, preparing and making-up that company's line of products for the Canadian market. Mr. Christenson comes over to Toronto on similar jaunts about twice in the year.

Mr. Shoemaker, of the Frostilla Co., Elmira, N. Y., was a visitor during March to Toronto, putting up a line of this product for the Canadian trade.

The Hudson Beauty Products, of Auburn, N. Y., have opened a Hudson Beauty School at 12 Queen Street, East, Toronto, where they will also manufacture their line of products for the Canadian market.

A. C. Leonard, of the Seely Co., Windsor, Ont., has returned from a visit to Florida. While in the South, Mr. Leonard took opportunity to visit Havana, Cuba, to see what that city was like.

Mr. Stenge, of Morana, Ltd., has returned to Toronto, after a quick business trip through the southwestern peninsula.

Armand, Ltd., St. Thomas, Ont., have appointed a new salesman to take care of the increased calls for their products. The company is now making its complete line of liquid perfumes in Canada, and has added a new soap to its line of toiletries.

Mr. Johannes, for many years with the London Soap Co., London, Ont., has severed his connection with that company to enter the manufacturers' agency on his own account.

CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasize the importance of proper patents and trade-marks protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we are maintaining a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPARTMENT
Perfumer Publishing Co., 14 Cliff Street, New York City.

TRADE-MARKS REGISTERED IN CANADA

"Equator," soap. The J. B. Williams Company (Canada) Limited, Montreal, Que.

"Lowtemp," radiator glycerine. Peet Brothers Company, Kansas City, Kans.

"Phil-O-Soap," together with the words: "Love of Soap," soaps. Henry Myron Marshack, Toronto, Ont.

"Solitaire," Cleaning, polishing, preserving and waterproofing mixtures for use in connection with leather goods generally and more specifically kid, calf and patent footwear. Furmoto Chemical Co., Ltd., 169 Camberwell Rd., London, S. E. 5, England.

"Furmoto," cleaning, polishing, preserving and waterproofing mixtures for polishing varnished or enameled surfaces and more particularly motor cars, furniture, pianos and leather suites. Furmoto Chemical Co., Ltd., 169 Camberwell Rd., London, S. E. 5, England.

"Forhan's," and the facsimile signature, "R. J. Forhan, D.D.S.," between two oblique lines, antiseptics. Forhan's, Limited, Montreal, Que.

"Kwiksolv," household, textile and laundry soaps in granulated, chip or flakes, powdered, bar, and liquid form. The Palmolive Co. of Canada, Limited, Toronto, Ont.

"Tout-Le-Long," perfumes, soaps, facial creams, powders, cosmetics, etc. Lucien Lelong, 16 Avenue Matignon, Paris, France.

"Lucien LeLong," (general). Lucien Lelong, 16 Avenue Matignon, Paris, France.

Cleaning and cleansing materials for dish washing, for general cleaning in dairies, creameries, bakeries, factories, hotels and institutions, and for household use. Red band or hoop encircling each end of the container or barrel. The J. B. Ford Co., Wyandotte, Mich.

Cleaning, cleansing and detergent materials particularly adapted for use on marble, tile, and other similar surfaces. White band or hoop encircling each end of the container or barrel. The J. B. Ford Co., Wyandotte, Mich.

Modified, prepared, commercial and special alkali for cleaning and cleansing purposes particularly in bottling works and creameries. Green band or hoop encircling each end of the container or barrel. The J. B. Ford Co., Wyandotte, Mich.

A metal cleaner for removing oils, greases and rust preventing compounds from metal and for cleaning the same. Pair of spaced apart blue bands or hoops encircling the bilge or metal portion of the barrel. The J. B. Ford Co., Wyandotte, Mich.

PATENTS GRANTED IN CANADA

267,996.—Ester Mixture. Walther Claasen, Koln a. Rh., Germany.

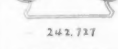
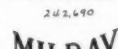
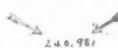
268,030.—Hair Tonic. Mike Kulicky, Kenosha, Wis.

268,283.—Organic Compound Solution. I. G. Farbenindustrie Aktiengesellschaft, Frankfurt-on-Main, assignee of Otto Jordan, Mannheim, both in Germany.

268,366.—Dentifrice. George Franklin Jernigan, New York City.

268,456.—Bottle Stopper. George E. Davis, Des Moines, Iowa and William Orem, assignee of half of the interest, Chicago, Ill.

TRADE MARKS



**CLEAR
-O-
WHITE**
184,598

Pow-Wow
204,450

Sapalcol
224,476



T. & B
242,448

UN COIN DU CIEL
242,097

Pour le Sport
242,439

**DEAUVILLE
PERFUME PATS**
242,337

TRAVEL SUPS
242,556

LiquaSol
242,637

Pine Strip
242,911

ALLUMETTES
240,944

ZYNA
242,557

KLOREX
223,595

RAYONA
206,554

BIARRITZ
225,115

CO-QUIN-OL
229,996



AVOLIN
236,717

GIANT
240,164

Elisvire
241,708

FORDORA
242,534

ORIENTAL
242,593

MELORA
242,985

LA FLEUR BIEN AIMEE
243,158

Lucille Bahl
M 224,764

COCOPINE
M 224,767

French Oil
M 224,763

Jane Flutte
M 224,763

Queen Cologne
240,138

Nareita
241,791

C. N. P.
241,942

ORDOR LI
242,534 241,851-
241,852

Heure Passionnante
242,167

LACO FLASH
242,235 236,436

Socetex
242,219



Wigwam
205,193

WHITE WAVE
225,550



HEALTHGLOW
240,980

CINDERELLA
242,673

PEEK-A-BOD
243,561

Chapoline
243,156

Torhan's
240,970

CALAWAT
236,014

ANTHODOR
243,090

TRYCO
242,512

F. B.
243,258

LA MAINE
240,278

LEJEUNE
236,637

AZULORO
238,575

VERA
231,154

Wigwam
205,193

WHITE WAVE
225,550

BARCELONA
225,113

HEALTHGLOW
240,980

CINDERELLA
242,673

PEEK-A-BOD
243,561

Chapoline
243,156

Torhan's
240,970

CALAWAT
236,014

ANTHODOR
243,090

TRYCO
242,512

F. B.
243,258

LA MAINE
240,278

LEJEUNE
236,637

**"THE
CHARLESTON"**
234,025

CHARVAI
242,452

USCAN
240,705

Water Garden
242,925

**Femme
de
Nuit**
242,675

**CHESBROUGH
Vaseline**
241,718

UNION LAL
236,472

COLGATE
240,533

LA MAINE
240,278

LEJEUNE
236,637

AZULORO
238,575

TRYCO
242,512

F. B.
243,258

LA MAINE
240,278

LEJEUNE
236,637

**"THE
CHARLESTON"**
234,025

CHARVAI
242,452

USCAN
240,705

Water Garden
242,925

**Femme
de
Nuit**
242,675

**CHESBROUGH
Vaseline**
241,718

UNION LAL
236,472

COLGATE
240,533

LA MAINE
240,278

LEJEUNE
236,637

TRYCO
242,512

F. B.
243,258

LA MAINE
240,278

LEJEUNE
236,637

OUR PATENT AND TRADE-MARK BUREAU

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs, is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four coordinate branches of the essential oil industry, viz.: Perfumes, Soaps, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registrations under the Act of March 19, 1920. The remainder are those applied for under Act of February 20, 1905, and which have been passed to publication.

Inventions patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to.

PATENT AND TRADE-MARK DEPARTMENT

Perfumer Publishing Co., 14 Cliff Street, New York City.

Note:—Dates given in Trade Mark Registrations are those from which use of the mark is claimed.

TRADE-MARK REGISTRATIONS APPLIED FOR
(Act of Feb. 20, 1905)

184,598.—Clear-O-White Laboratories, Inc., Long Island City, N. Y. (March 1923).—Bleaching Preparation for the Skin.

204,450.—Joseph A. Garnichard, Chicago, Ill. (Mar. 29, 1921).—Toilet Preparations.

205,193.—Carpenter Cook Co., Menominee, Mich. (1891).—Flavoring extracts for food purposes.

206,554.—The J. B. Williams Co., Glastonbury, Conn. (Dec. 1, 1924).—Soap.

218,395.—George M. Domenice, New York, N. Y. (Apr. 2, 1925).—Perfumes and toilet preparations.

223,350.—The White Wave Co., Dowagiac, Mich. (Nov. 5, 1925).—Washing Powder.

223,598.—Walter T. Overton, doing business as Overton Chemical Co., Sumner, Iowa. (Oct. 1, 1924).—Disinfectant, Deodorant, Sterilizer, and Germicide.

224,476.—Sapalcol Atkiengesellschaft für Pharmazeutische U. Kosmetische Präparate, Cologne-On-The-Rhine, Germany. (Dec. 1923).—Bactericides, Deodorizers, mouth-washing liquids for human use, preparation for cleaning teeth, preparations for removing stains.

225,918.—G. and M. Chemical Co., Tulsa, Okla. (Nov. 1, 1925).—Hair Restorer.

229,996.—Edward A. Zink doing business as The Co-Quin-Ol Co., New York, N. Y. (Sept. 1924).—Shampoo and Corrective for dandruff.

231,154.—George Lueders & Co., New York, N. Y. (Aug. 1900).—Extracts, Compounds, Concentrates, and Essences for Flavoring Foods.

234,025.—Cohn & Rosenberger, Inc., New York, N. Y. (June, 1925).—Powder-compact cases, vanity cases.

234,596.—Josef Schnabl, doing business as Jac. Schnabl & Co., Vienna, Austria. (1922).—Soap paper.

235,024.—The Better Tires Co., Chicago, Ill. (Aug. 1, 1922).—Automobile Body Polish.

235,073.—Research Club, Inc., Chicago, Ill. (Jan. 1, 1922).—Polish for metal and compounds for cleaning enameled surfaces and upholstered fabrics.

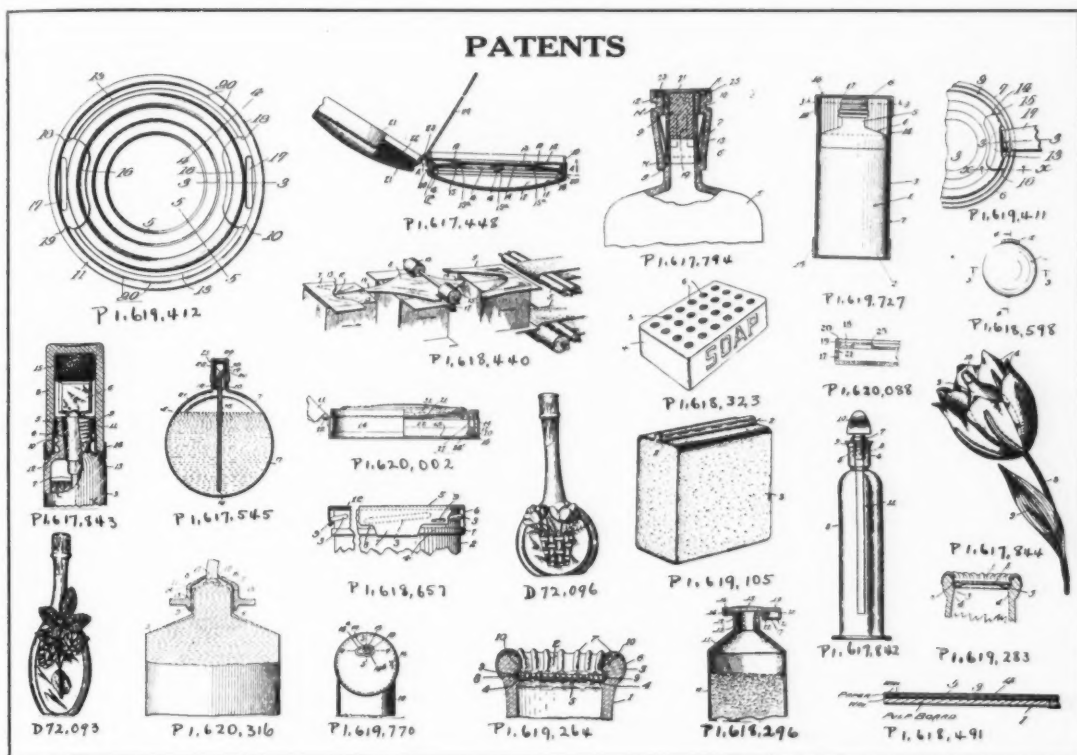
235,472.—F. L. Harnisch, Berlin, Germany. (July 1, 1905).—Pharmaceutical preparations, plasters; proprietary and veterinary medicine.

236,475, 236,476, 236,477.—Forbes Bros. Tea & Spice Co., St. Louis, Mo. (Aug. 1926).—Food-flavoring extracts.

236,719.—Avolin Laboratories, Newark, N. J. (Jan. 8, 1926).—Antiseptic and prophylactic dental preparation.

- 238,304.—Chesebrough Mfg. Co., Consolidated, New York, N. Y. (Sept. 29, 1926.)—Petroleum-Jelly preparations.
- 238,328.—David Mason, Boston, Mass. (Aug. 2, 1926.)—Preparation for the treatment of the hair and scalp.
- 238,515.—Naamlooze Vennootschap International Perfumery Co., Amsterdam, Netherlands.—(Jan. 1, 1926.)—Soaps.
- 238,837.—Anna Mary Blake, doing business as Healdorm Laboratories, Fayetteville, N. C.—(July 21, 1924.)—Perfumes and toilet preparations.
- 239,205.—Arthur Frank Stockwell, Worcester, Mass. (June 1, 1925.)—Food-Flavoring Extracts.
- 239,702.—Drs. Duncan & Langdon, Chicago, Ill. (Aug. 19, 1924.)—A specific for trench mouth, pyorrhea.
- 239,977.—The R. T. French Co., Rochester, N. Y. (Dec. 19, 1902.)—Food-Flavoring Extracts.
- 239,995.—Charles M. Munsch, Portland, Pa. and New York, N. Y. (Nov. 15, 1918.)—Toilet Water.
- 240,164.—B. T. Babbitt, Inc., New York, N. Y. (July 1, 1895.)—Caustic Soda.
- 240,238.—A. P. Babcock Co., New York, N. Y. (1899.)—Cologne.
- 240,273.—Antonino R. Martino, doing business as Italy Laboratories, New York, N. Y. (Nov. 1, 1926.)—Nonalcoholic flavoring extracts for confectionery and bakery uses.
- 240,278.—Spencer Perfume Co., doing business as La Main, South Bend, Ind., and New York, N. Y. (Nov. 5, 1926.)—Perfumes and toilet preparations.
- 240,418.—Koch Auto Electric Co., Louisville, Ky. (Oct. 15, 1926.)—Liquid Detergent Chemical preparation for the removal of oil from electric apparatus.
- 240,482.—Boilerline, Ltd., London, England.—(Feb. 25, 1922.)—Detergent—Namely, Preparation for cleaning bottles and other receptacles.
- 240,533.—Colgate & Company, Jersey City, N. J. (1858. Under ten years proviso.)—Toilet preparations.
- 240,705.—Edward A. Fall, New York, N. Y. (Sept. 13, 1926.)—Polish for metal.
- 240,833.—John Wanamaker Philadelphia, Philadelphia, Pa. (Sept. 18, 1926.)—Soaps.
- 240,946.—F. R. Arnold & Co., New York, N. Y. (Mar. 3, 1926.)—Toilet Requisites.
- 240,947.—F. R. Arnold & Co., New York, N. Y. (Nov. 14, 1924.)—Toilet requisites.
- 240,970.—Forhan Co., New York, N. Y. (1916) Anti-septics.
- 240,980.—James S. Kirk & Co., Chicago, Ill.—(Apr. 8, 1912.)—Toilet Soap.
- 240,981.—James S. Kirk & Co., Chicago, Ill.—(Apr. 19, 1920.)—Soap.
- 241,533.—Joseph Latin, doing business as Latin Mfg. Co., Baltimore, Md. (June 5, 1924.)—Hair Tonic.
- 241,599.—William Carson Black, Lexington, Ky. (Apr. 18, 1924.)—Soap.
- 241,708.—Elsinore Perfume Co., Brooklyn, N. Y. (May, 1924.)—Deodorant Spray.
- 241,718.—The House of Tre-Jur, New York, N. Y. (Nov. 15, 1926.)—Perfumes and Toilet Preparations.
- 241,755.—Western Bottle Mfg. Co., doing business as The Western Co., Chicago, Ill. (Dec. 13, 1926.)—Powder Puffs.
- 241,763.—Zijlstra's Chemische Fabriek, Haarlem, The Netherlands. (Sept. 1926.)—Skin and Hair Beautifiers.
- 241,791.—Carl F. Runckel, doing business as Runckel Laboratories, La Crosse, Wis. (June 1, 1926.)—Toilet preparations and cosmetics.
- 241,831.—Newark Tortoise Shell Novelty Co., Newark, N. J. (June 9, 1926.)—Celluloid Powder Boxes, Puff Boxes, Cream Jars, Perfume-bottle holders, and atomizers.
- 241,851.—Dr. M. Albersheim, Frankfort-on-the-Main, Germany. (Oct. 1, 1925.)—Soaps and soap creams and powders for shaving.
- 241,852.—Dr. M. Albersheim, Frankfort-on-the-Main, Germany. (Oct. 1925.)—Perfumery and toilet preparations.
- 241,942.—George V. Gross, doing business as G. V. Gross Co., New York, N. Y. (Nov. 16, 1926.)—Chemical compound in solid form used as a disinfectant, cleansing agent, and detergent.
- 241,976.—Yvette Co., New York, N. Y. (Dec. 20, 1926.)—Toilet preparation used in dressing the hair.
- 242,057.—Houbigant, Inc., New York, N. Y. (Dec. 20, 1926.)—Perfume and toilet preparations.
- 242,219.—West Electric Hair Curler Corp., Philadelphia, Pa. (July 1, 1926.)—Bath Salts.
- 242,238.—Lockwood, Brackett Co., Waltham, Mass. (Aug. 28, 1908.)—Olive Oil.
- 242,312.—Albert J. Rough, doing business as Tryco Co., Minneapolis, Minn. (Sept. 1, 1926.)—Foot Ointment.
- 242,334.—Dove A. Ford, Atlantic City, N. J. (June 1, 1917.)—Tonic and dressing for the human hair.
- 242,336.—Gray Miller Corp., Fernwood, Pa. (Oct. 13, 1926.)—Liquid Flea Soap.
- 242,337.—Richard Hudnut, New York, N. Y. (Nov. 26, 1926.)—Perfume in a concentrated or solid form having a higher percentage of essential oils than is found in liquid perfume.
- 242,348.—Park Laboratory Co., San Antonio, Tex. (May, 1898.)—Perfumed talcum.
- 242,351.—Ivan M. Prokofieff, New York, N. Y. (Nov. 1, 1926.)—Salves and creams for the treatment of the hair and skin.
- 242,396.—Saverio Sandullo, Union City, N. J. (Jan. 1923.)—Hair Dye.
- 242,424.—Gekras Laboratory, Inc., New York, N. Y. (Jan. 3, 1927.)—Ointment or cream for softening the skin, especially the hands.
- 242,439.—Peck & Peck, New York, N. Y. (Nov. 20, 1926.)—Perfume.
- 242,448.—Thurston & Braidich, New York, N. Y. (1884.)—Granulated, Powdered, and whole Gum Arabic, Gum Tragacanth, and Karaya Gum.
- 242,482.—House of Tre-Jur, Inc., New York, N. Y. (Dec. 4, 1926.)—Perfume and toilet preparations.
- 242,517.—Emilie Barbey, Paris, France. (Nov. 1924.)—Preparation for the hair.
- 242,556.—Travel-Suds Co., Inc., New York, N. Y. (Dec. 1, 1926.)—Soap.
- 242,637.—Vestal Chemical Co., St. Louis, Mo. (June, 1926.)—Antiseptic and Disinfectant.
- 242,673.—La Salle Products, Inc., St. Paul, Minn. (Oct. 1, 1926.)—Perfume, toilet water, talcum powder, etc.
- 242,675.—La Salle Products, Inc., St. Paul, Minn. (Sept. 4, 1926.)—Perfume, toilet water, face powder, face creams, etc.
- 242,690.—J. C. Penney Co., Wilmington, Del., and New York, N. Y. (Dec. 9, 1926.)—Toilet and bath soaps.
- 242,727.—Kenova Ice & Cold Storage Co., Kenova, W. Va. (Dec. 1, 1926.)—Soap.
- 242,867.—Victor Vivaudou, New York, N. Y. (Nov. 3, 1926.)—Perfumes and toilet preparations.
- 242,885.—David A. Fisher, Alameda, Calif. (Nov. 30, 1926.)—Mouth Washes.
- 242,892.—Joseph Burnett Co., Boston, Mass. (1847.)—Preparation for beautifying the complexion and for use after shaving.
- 242,893.—Joseph Burnett Co., Boston, Mass. (1847.)—Tooth Wash.
- 242,895.—Joseph Burnett Co., Boston, Mass. (1847.)—Preparation for beautifying the complexion and use after shaving.
- 242,897.—Robert L. Krouse, Colorado Springs, Colo. (Nov. 2, 1926.)—Perfumes and toilet preparations.
- 242,911.—San-I-Sal Laboratories, Inc., Washington, D. C. (Feb., 1924.)—Shampoo.
- 242,925.—T. & O., New York, N. Y. (July, 1923.)—Toilet Preparations.
- 243,050.—Heine & Co., New York, N. Y. (Dec. 23, 1926.)—Perfumes and natural and synthetic oils suitable for perfumery purposes.
- 243,156.—Joseph A. Horigan, doing business as Horigan Mfg. Co., Kansas City, Mo. (Jan. 1913.)—Preparation for chapped hands and face, for dandruff; for odors from the armpits; for irritated skin after shaving.
- 243,158.—Houbigant, Inc., New York, N. Y. Jan. 12, 1927.)—Perfume and toilet preparations.
- 243,258.—Fitzpatrick Bros., Chicago, Ill. (Dec. 1926.)—Soap, soap powder, soap flour, soap chips, and soap flakes.
- 243,361.—Haskins Brothers & Co., Sioux City, Iowa, and Omaha, Nebr. (1902.)—Bath, toilet and shampoo soap.

PATENTS



TRADE MARK REGISTRATIONS GRANTED

(Act of Feb. 20, 1905)

(These Registrations Are Not Subject to Opposition)

M222,689.—Stevens Pharmacal Co., Chicago, Ill. (Serial No. 235,623. Aug. 5, 1925.)—Chemical preparation for the treatment of excessive perspiration.

M224,764.—Lucille Buhl, Inc., New York, N. Y. (Serial No. 241,775. Sept. 29, 1924.)—Toilet preparations.

M224,767.—The Beaver Soap Co., Dayton, Ohio. (Serial No. 227,289. Jan. 5, 1926.)—Pine-Tar Soap.

M224,782.—Jane Fluette, Dallas, Tex. (Serial No. 238,960. June 15, 1925.)—Hair Dyes, Hair-Dye Dissolvers, Face creams, and Face lotions.

M224,783.—Jane Fluette, Dallas, Tex. (Serial No. 238,781. June 15, 1923.)—Preparation for permanent hair waving.

M225,113.—Barcelona Products Co., Inc., New York, N. Y. (Serial No. 225,103. Apr. 30, 1925.)—Shampoo and bay rum.

M225,115.—Cheramy, Inc., New York, N. Y. (Serial No. 226,844. Jan. 27, 1926.)—Toilet preparations.

PATENTS GRANTED

1,617,412.—Synthetic Perfume. Carl S. Miner, Chicago, Ill., assignor to The Quaker Oats Company, Chicago, Ill., a Corporation of New Jersey. Filed Dec. 26, 1922. Serial No. 609,106. 6 Claims. (Cl. 252—1.)

1. In the art of perfuming, flavoring and the like, the employment of a furane derivative as the perfuming flavoring or like agent.

1,617,448.—Vanity Case. William G. Kendall, Newark, N. J. Filed Jan. 18, 1926. Serial No. 81,928. 7 Claims. (Cl. 132—83.)

1. In combination with a compartment of a vanity case, a dispensing device having a bottom member adapted to be retained within said compartment, a closure member having

an opening in the top thereof and adapted to close the said bottom member, and a resilient dispensing plate provided with one or more openings, said dispensing plate being held in substantially fixed position at the edge thereof, the central portion of said dispensing plate being freely depressible.

1,617,545.—Atomizer. Spero M. Salpas, Chicago, Ill. Filed June 3, 1926. Serial No. 113,354. 1 Claim. (Cl. 299—90.)

In an atomizer having a liquid container provided with flexible sides and a single leg tube depending within the container and terminating near the bottom of the inside thereof, said tube being provided with an opening communicating with one or more openings, said dispensing plate being held liquid therein, the combination of a closure comprising a closure member removably attached to the container and having a lateral discharge opening, said single leg tube having one end secured to the closure member and opening laterally through said discharge opening, and a cap threaded upon said closure member and adjustable to close the opening of said tube through the closure member or to expose said opening without removing the cap entirely from the closure member.

1,617,794.—Bottle Closure. Antonio D'Agostino, Ozone Park, N. Y. Filed Jan. 15, 1926. Serial No. 81,559. 4 Claims. (Cl. 215—35.)

1. In a structure of the class described, in combination, a bottle neck, a cork, a disk resting upon the outer end of the cork, a sleeve associated with said neck and cooperative with said disk, and co-acting means between the sleeve and bottle neck for holding the sleeve in place, said disk being provided with diametrically opposite extensions terminating in T-shaped extremities to contact with the neck and sleeve.

1,617,842.—Perfume Bottle. George Grunberg, New York, N. Y. Filed Mar. 20, 1926. Serial No. 96,177. 1 Claim. (Cl. 215—49.)

A bottle for carrying perfume comprising a small glass vial having an internally, integrally screw threaded neck, a glass stopper having a head providing a fingerhold and an externally integrally screw threaded stem projecting

therefrom, the screw thread of the neck being "oversize" with respect to the screw thread of the stem to compensate for inequalities in the molding of the screw threads in the co-operating glass members and to provide a loose free fitting engagement of these members, a resilient packing ring engaged about the stem of the stopper at the outer end of the screw threads thereon so as to be carried into sealing engagement with the end of the neck upon co-operative engagement of the loose fitting screw threads of the stopper and neck, the head of the stopper being tapered from the head portion down to the stem portion to provide a substantially conical seat for the packing ring and the screw stem having a smooth applicator rod of lesser diameter projecting therefrom and forming a guide for initially positioning the packing ring and facilitating the forcing of the same over the screw threads to the conical seat at the back of said threads.

1,617,843.—Perfume Container. George Grunberg, New York, N. Y. Filed Mar. 20, 1926. Serial No. 96,178. 1 Claim. (Cl. 215—43.)

A perfume container comprising a small glass vial having an externally screw threaded neck and provided with a readily removable stopper fitting in said neck, a hollow glass cover applicable over the neck of the vial to enclose the stopper and forming substantially a continuation of the vial to produce the effect of a small carrying case and a ferrule secured over the edge of said hollow cover, said ferrule having an internal screw threaded wall extending up within the cover, for engagement with the screw threaded neck of the vial, an end portion opposed to the shoulder of the vial about the neck and an external extension forming a band about the lower end of the cover.

1,617,844. Perfume Bottle. George Grunberg, New York, N. Y. Filed June 26, 1926. Serial No. 118,638. 3 Claims. (Cl. 215—1.)

1. A perfume container comprising a fragile vial in simulation of the corolla of a flower, a flexible wire stem supporting said corolla vial in freely movable relation and a whorl of petals surrounding and at least partially enclosing the fragile corolla vial to protect the same against breakage in case the flexible stem permits the corolla vial to swing into contact with an object which otherwise might break the same.

1,618,323. Mechanic's Soap. Charles Blomstrom, Minneapolis, Minn. Filed Oct. 24, 1924. Serial No. 745,618. 2 Claims. (Cl. 87—23.)

1. A cake of soap formed as an integral body and having a plurality of passages extending from one side to the other thereof, said passages being of less transverse dimension adjacent the central plane between said sides, and slugs of granular scouring material adapted to wear away as the soap wears entirely filling said passages whereby said material owing to its cohesion cannot drop out of said passages but will be retained therein until the cake is substantially used up.

1,618,440.—Filled Carton Closing and Sealing Machine. Wallace D. Kimball and Arthur E. Rideout, New York, N. Y., assignors to Standard Sealing Equipment Corporation, New York, N. Y., a Corporation of New York. Filed Oct. 19, 1923. Serial No. 669,453. 11 Claims. (Cl. 93—6.)

1. A machine for sealing filled cartons comprising means for receiving a carton resting on its bottom flaps with its bottom flaps closed but unsealed, means for simultaneously opening the outside bottom flaps from closed position to a position to expose the inner surfaces of said flaps, means engaging the inner bottom flaps for supporting the carton during such operation, means for gumming said surfaces, and means for thereafter closing said gummed flaps against the inner bottom flaps to thereby seal the bottom of the carton.

1,618,491.—Method of Forming Liners for Metal Caps for Containers. Thomas L. Taliaferro, Chicago, Ill. Filed Nov. 13, 1924. Serial No. 749,664. 1 Claim. (Cl. 154—40.)

The herein described method of forming liners for metal closures for containers comprising coating a layer of pulp board with hot wax, coating a facing paper with hot wax on both sides thereof, applying said wax coated facing paper to said wax coated face of the pulp board, and while the wax is warm, applying pressure to the pulp board and facing paper to cause the contacting faces of wax to adhere.

1,618,598.—Vanity Box. Anker S. Lyhne, Bridgeport, Conn. Filed Apr. 15, 1925. Serial No. 23,199. 8 Claims. (Cl. 132—83.)

1. In a vanity box, hinged body and cover sections, a metal ring in one of the sections having a yieldable portion and inwardly projecting lugs one of which is on said yieldable portion, an open container provided with a depression in its side wall to receive the lugs to removably retain the container in the box, and a separate closure for the container hinged to the box.

1,618,657.—Resealable Metal Cap. Charles Hammer, Hollis, N. Y., assignor to American Metal Cap Company, Brooklyn, N. Y., a Corporation of New York. Filed July 29, 1926. Serial No. 125,647. 15 Claims. (Cl. 215—44.)

1. A resealable metal cap comprising a top having a depending skirt provided at intervals with locking projections and intermediate such projections with dependent spaced skirt portions adapted to be inturned under the shoulder of a container.

1,618,926. Closure for Containers. William P. Harrison, Richmond, Va. Filed May 25, 1926. Serial No. 111,609. 2 Claims. (Cl. 221—60.)

1. A discharge end construction for containers comprising a neck having an outlet, a closure member for controlling the outlet, said closure member pivotally connected for movement to either side of the neck, a laterally disposed combination spring and handle on the closure member for effecting the movement thereof, said combined spring and handle embodying a concavity and convexities at opposite sides of the concavity respectively, a convex prominence on said neck, said convex prominence adapted to enter said concavity and to be removed therefrom by virtue of the action of said convexities on said convex prominence in the movement of the closure member in either direction.

1,618,959.—Liquid Cleanser. Martha Longley, Chicago, Ill. Filed June 18, 1923. Serial No. 646,229. 4 Claims (Cl. 87—5.)

1. A liquid cleanser for glass, consisting of the reaction products of one pound of oxalic acid, one pound of sal soda, and three ounces of ether.

1,619,076.—Cleansing and Polishing Agent. Rudolph A. Kuever, Iowa City, Iowa, assignor to Pepsodent Company, Chicago, Ill., a Corporation of Illinois. Filed Dec. 12, 1924. Serial No. 755,369. 5 Claims. (Cl. 167—9.)

1. A dentifrice comprising a cleansing and polishing agent consisting of calcium citrate.

2. A dentifrice comprising calcium citrate and a substance having an acid reaction.

1,619,105.—Soap Container. Alfred J. Eggan, Chicago, Ill. Filed May 5, 1925. Serial No. 28,162. 1 Claim (Cl. 87—23.)

As a new article of manufacture, jellied soft soap contained in a permanently closed holder coated throughout with paraffin wax to normally maintain said holder impervious, said coating liquefiable on the application of heat thereto, said holder formed of textile fabric of sufficient permeability to act as a feeder for the jellied soft soap when the coating has become liquefied.

1,619,264.—Closure for Container. Claude Ives McLaine, Boston, Mass., assignor to Seal-Kap Company, Natick, Mass., a Corporation of Massachusetts. Filed Jan. 22, 1923. Serial No. 614,158. 2 Claims. (Cl. 215—38.)

1. In combination with a container having an internal annular recess about its mouth of a conformable closure engageable therewith, and a corrugated locking member disposed against said closure adjacent said recess.

1,619,283.—Bottle Cap. Ewald G. Baum, Natick, Mass., assignor to Seal-Kap Company, Natick, Mass., a Corporation of Massachusetts. Filed Mar. 21, 1924. Serial No. 700,836. 5 Claims. (Cl. 215—38.)

1. A bottle cap having a bore covering portion terminating in an upwardly inclined annular portion to engage and be closely conformed to the usual internal annular ledge adjacent to the mouth of a milk bottle and extended downwardly beyond the face of the ledge to form a sealing contact beneath it and serve as a sealing gasket therefor

1,619,411.—Sealed Metal Container. Henry A. Fink, Syracuse, N. Y., assignor to Continental Can Company, Inc., Syracuse, N. Y., a Corporation of New York. Filed Aug. 16, 1923. Serial No. 657,725. 1 Claim. (Cl. 220—61.)

A sealed metal container comprising a body portion having an outwardly extending flange, an end having a centrally disposed portion adapted to extend into and frictionally engage the inner surface of the wall of the container body.

1,619,412.—Sealed Metal Container. Henry A. Fink, Syracuse, N. Y., assignor to Continental Can Company, Inc., Syracuse, N. Y., a Corporation of New York. Filed Aug. 16, 1923. Serial No. 657,726. 2 Claims. (Cl. 220—61.)

1.—A sealed metal container comprising a cylindrical body portion having an outwardly extending flange, an end having a central depression adapted to frictionally engage the inner surface of the wall of the body portion of the mouth thereof, said end having an outwardly extending flange adapted to overlie the flange on the body portion, an integral sealing ring overlying the flange on the end and extending down into said depression in the end, said sealing ring at the outer edge thereof extending downwardly across the flanges and adapted to be turned underneath the flange on the body portion for holding said flanges in tight engagement and sealing the container, a sealing means between the flanges, said sealing ring having an inwardly projecting breaking member at the inner lower edge of the ring, the vertical wall of the sealing ring being provided with cut-away portions to aid in releasing the ring after it is torn across through the aid of the breaking member.

1,619,727.—Container. Rolo D. Hill, Los Angeles, Calif., assignor of one-half to Nella H. Hill, Los Angeles, Calif. Filed Mar. 22, 1926. Serial No. 96,557. 5 Claims. (Cl. 206—46.)

1. In combination a bottle or other receptacle, a container formed of a wrapping of a plurality of sheets, said sheets being in the form of a circular or pamphlet, the edge of one of the sheets being cemented to the outside of the container, and caps secured on opposite ends of the wrapped circular or pamphlet forming end closures.

1,619,770.—Dispensing Container. Robert Stewart, New York, N. Y. Filed Mar. 19, 1926. Serial No. 96,006. 6 Claims. (Cl. 215—93.)

1. A container for liquids including a shiftable cap having an outlet opening therein, a compressible tube in the outlet opening and means operable upon movement of the cap for pinching the tube to close the outlet.

1,620,002.—Vanity Case. Edmund R. Barany, Brooklyn, N. Y. Filed Jan. 31, 1925. Serial No. 5,941. 5 claims. (Cl. 132—82.)

1. In a powder container, a perforated closure plate, a resilient mounting for the plate, and means responsive to movement of the plate for opening or closing the perforations therein.

1,620,088.—Vanity Case. Francis A. Fairbairn, Montreal, Quebec, Canada, assignor to Palmers Limited, Montreal, Canada. Filed May 5, 1925. Serial No. 28,203. 5 Claims. (Cl. 132—83.)

1. An independently removable and deplaceable powder holder shaped and sized to completely fill one of the container sections of a vanity case when inserted therein, said holder comprising a bottom wall, a marginal wall extending upwardly from the edge of the bottom wall and a perforated closure plate having its edge portion turned upwardly and outwardly to provide, respectively, a marginal flange adapted to fit snugly within said marginal wall and a continuous supporting ledge terminating said flange and disposed at right angles thereto so as to engage the upper edge of said marginal wall to thereby support the cover plate in spaced relation to the bottom wall of the holder and below the upper edge of said marginal wall.

1,620,251.—Vanity Case. Charles N. Coryell, Mamaroneck, N. Y. Filed July 30, 1926. Serial No. 125,851. 12 Claims. (Cl. 132—83.)

4. A vanity case comprising a pair of duplicate cover members, each cover member having a dished bottom with its rim curled inwardly to form an annular inwardly projecting

flange, each flange having a cut-away portion, a bezel ring having an upstanding wall abutting the inturned flange of one cover and a lower inturned annular wall, a toilet article between said lower wall and said cover, an arcuate member having an annular lateral wall with an inner depending portion and sprung under the flange of the second cover member, a hinge connecting said bezel ring and arcuate member, a dish shaped compact holder held in said second cover by said depending portion, said upstanding wall having a catch projection to engage the annular flange of the other cover.

1,620,269.—Combined Face Powder and Skin Bleach. Frederick A. Marsek, Milwaukee, Wis., assignor to Kolmar Laboratories, Milwaukee, Wis., a Corporation of Wisconsin. Filed Aug. 12, 1922. Serial No. 581,551. 3 Claims. (Cl. 167—9.)

2. The process of preparing a cosmetic compound, consisting in suitably mingling a face powder containing powdered talc, precipitated chalk, magnesium carbonate, zinc stearate and zinc oxide; a skin bleach containing zinc perborate, sodium peroxide; and oil of lemon, in suitable proportions as described.

1,620,316.—Closure. Louis E. Baltzley, Glen Ridge, N. J. Filed June 1, 1926. Serial No. 112,742. 4 Claims. (Cl. 221—60.)

1. In a closure structure, a discharge neck closed in its central portion and open at one side of such central portion, a cap open at the center and closed over the open side portion of the neck, said cap being internally screw threaded and the neck being externally screw threaded to match the threads of the cap, said neck further having a smooth cylindrical portion beyond the screw threads thereon, a seal within the cap above the screw threaded portion therein and engaging over the smooth cylindrical portion of the neck in both the open and closed positions of the cap to prevent material from within the neck reaching said screw threads.

DESIGNS PATENTED

72,093.—Perfume Bottle. George Grunberg, New York, N. Y. Filed Oct. 19, 1926. Serial No. 19,420. Term of patent $3\frac{1}{2}$ years.

72,096.—Perfume Bottle. George Grunberg, New York, N. Y. Filed Oct. 19, 1926. Serial No. 19,421. Term of patent $3\frac{1}{2}$ years.

GERMANY INVESTIGATES COLLAPSIBLE TUBES

The universal custom of packing and marketing cosmetic preparations, such as tooth paste, shaving soap, cosmetic creams, and the like in collapsible metal tubes, has led to an investigation in Germany of such tubes with a view of determining what kind is given preference and whether any deleterious effects have been noted by their use, according to Acting Commercial Attaché Douglas Miller, Berlin.

The Reichsgesundheitsamt (Federal Health Office) which was supervising this investigation received in all 82 reports and opinions on the subject, principally from testing stations officially watching and supervising the marketing of food-stuffs and articles for general use. 613 samples of tubes for toilet preparations, have been examined.

Lead tubes, says the attaché, have the advantage of being the cheapest kind and the disadvantage of having harmful effects on the ultimate user. For this reason a very thorough investigation has been made with regard to the kinds of tubes on the market and the best means for counteracting their disadvantages.

NOTE.—The detailed report deals principally with lead tubes and those of lead and zinc alloys. These may be in general use in Germany but tubes in use in the United States for toilet preparations contain no lead nor other substance which might be injurious to health.—Ed.

Grasse Report For March

From Our Own Correspondent

GRASSE, March 7.—The following is the report on floral products and essential oils for March:

Orange

It is still too early to be able to obtain an exact idea of the importance of the coming harvest. In any event up to the present time we have not experienced any frosts which might have damaged the trees. The weather conditions are therefore very favorable for their growth.

The stocks of products produced in 1926 are not large. Only a certain comparatively small quantity of solid and liquid perfume obtained by volatile solvents are on hand. Neroli and petitgrain oils are nearly entirely exhausted.

Rose

The work in the rose plantations is finished. The rose bushes have begun to come out and if no frost endangers the new growth, the harvest will be normal. One must, however, not expect a large harvest even if same is normal because the cultivation of rose bushes has not increased in the same proportion as the cultivation of jasmin because during the last few years the prices obtained for roses have not been satisfactory to the producers.

At the present time rose products are in demand because the stocks are greatly reduced and will hardly be sufficient to cover the normal consumption of the few months which separate us from the new harvest. We do not believe that a drop in the prices of Grasse rose products can be expected.

Jasmin

Only at the end of the month of March the first work on jasmin cultivations will start. At the present time the plants are still protected because frosts can still appear. The sale of jasmin products is normal. There has not been a great demand on the market but the stocks are becoming exhausted. It is still too early to know what can happen at the next harvest. The prices of flowers will depend on the requirements of the consumers, on the business situation in general and also on the size of the harvest.

Mimosa

The harvest of mimosa has started but for export only and for the bouquet trade. The perfumery industry will receive these flowers only toward the end of the harvest, that is when the flowers have more expanded and the sale to other interests is no longer possible. The prices of these flowers will then be interesting to the industry and the flowers at that time will give the best product.

The cultivation of mimosa has taken, since the war, enormous development throughout the region of Grasse and on the Cote d'Azur. The first flowers which were obtainable in the very protected places, since the beginning of December have been sold at very high prices to the export trade. Toward February all the mimosa throughout the territory has flowered and at that time the prices of the flowers will be more remunerative for the producers. As there is concerned a cultivation which demands only a sandy

ground in which the mimosa grows without any assistance and develops alone without any cultivation, the producers have intensified the production during the last few years by planting same everywhere on sterile grounds where nothing else grew formerly and such grounds are now covered with mimosa, which during this time of the year give the environment a very agreeable aspect. As a matter of fact these immense flower clusters in the center of orange trees or pines have a most pleasant effect on our visitors at Grasse.

Violet

In a few weeks the harvest of violets will start in the neighborhood of Grasse. Up to the present time these flowers were only bought by florists but as in the case of the mimosa the harvest is nearing its end and the industry will start to purchase flowers when prices have become more acceptable.

Lavender

Since our last report the situation has not changed. There are no signs of any increase or decrease in prices. There remain only comparatively small quantities with the distillers who have sufficient resources to await the next distillation rather than sell at lower prices than those prevailing today. It is believed that the demand has slowed down and that for this reason we have at present low prices and the present price for lavender oil is lower than the average cost price.

Aspic

This oil has become very scarce. The price has been maintained since the last harvest and will not go down.

Rosemary and Thyme

The stocks are reduced. No drop in the prices is in view.

Geranium

Sales are slow and on account of this, prices have been stabilized for several months at about 10 francs.

The consumption has been reduced and it is believed that even at lower prices than those ruling at the present time the sales will not increase.

Peppermint

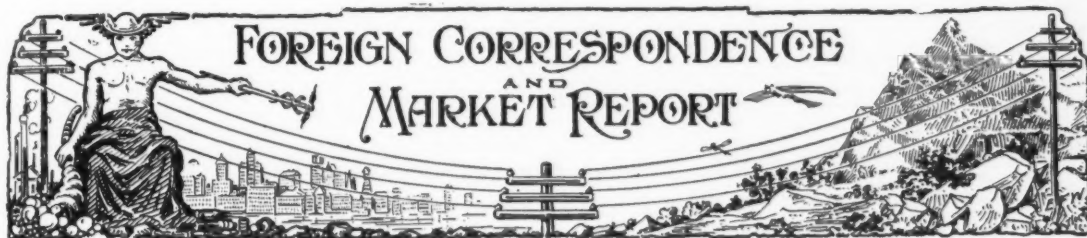
The demand is weak. The prices during the last few months have not shown any new fluctuations but it is feared that on account of the lack of sales a further drop will take place before the coming distillation in July.

The Mind Guides You

Surround yourself with worry, make every enemy you can conveniently, go about grumbling, be blunt, hard and cruel, and you will soon fall into the coal-hole, says *Silent Partner*.

Be courteous and considerate, be patient, tactful, and tolerant, systematically cultivate faith in others, and soon others will have faith in you.

A man travels in the direction of his mind, and when his mind is not on straight, *others travel as far away from him as they possibly can*. It's largely up to you.



CUBA

MANUFACTURE OF PERFUMERY, ETC.—There is an annual production of from \$60,000 to \$750,000 of toilet articles, other than toilet soap, in Cuba. The leading producer is Crusellas y Cia., the only other company worthy of mention being Sabates, says a Government report. The former company states that it produces about 30 different toilet articles, such as perfumes, face powder, hair tonic, rouge, and toilet soap, and to have the capacity for a production amounting in value to \$3,000,000 per year. Under present tariff rates, however, the company is unable to compete with France and Spain in high grade perfumery and other toilet articles. It is understood that the rates proposed by the new tariff would give material protection to the local industry.

However, there is always an excellent market in Cuba for the sale of toilet preparations and this country has been one of the best customers of the United States. In 1925 shipments of toilet preparations from America to Cuba were valued at \$467,407 and \$430,056 for the period, January-November, 1926. The United States supplies about 30 per cent of the entire importation.

FRANCE

EXPORTS OF ESSENTIAL OILS FROM NICE.—The following table showing declared exports from Nice to the United States reveals interesting changes in the values of essential oils shipped in 1926 as compared with 1925:

	1925		1926	
	Pounds	Value	Pounds	Value
Bergamot	3,824	\$23,518	1,845	\$11,349
Geranium	13,525	46,848	17,374	48,594
Jasmin	1,836	310,830	1,398	252,319
Lavender	61,010	287,286	70,916	234,851
Lily of Valley ...	407	16,638	54	1,550
Neroli	1,534	44,282	892	73,229
Patchouli	409	1,634	753	3,334
Peppermint	17,165	115,708	622	4,453
Rose	2,227	36,960	1,543	73,799
Thyme	27,025	21,635	86,002	33,040
Tuberose	294	20,139	456	18,981
Ylang ylang	2,532	15,717	3,656	28,008

MALAYA

DEMAND FOR TOILET PREPARATIONS.—American toilet and boudoir requisites are fast gaining an appreciable market in British Malaya writes vice-consul R. Ford, from Penang. It is reported that American goods are of high grade and packed in attractive containers, and while slightly more expensive than European products, are being demanded by an increasing number of local buyers. Dealers report that if

(Continued on Page 50)

THE MARKETS

Essential Oil, Aromatic Chemicals, etc.

The general position of the market has shown little change since our review of a month ago. There has been somewhat less business in the essential oil line and possibly a slight gain in the chemical end of the business. Trading has been by no means active. At the same time, it has been quite satisfactory for the season and there is little cause for complaint on the part of the leading importers and dealers. Some of them assert that trading has been on a very narrow margin and that profits have been rather small. However, there is not much complaint regarding the general character of the demand.

Prices, on the whole, have been quite steady throughout the period. A few articles seem strong largely on account of special conditions surrounding their production or sale. There are very few that are really weak. Most items have been steady without material change in price levels. Most of them seem likely to remain steady and unchanged during the next few weeks.

Floral products, owing to the fact that it is between seasons, have shown very little change. There is no surplus of any of these articles with the possible exception of lavender. Hence, prices have been steady and seem likely to remain steady at least until the beginning of the new crop, which is still some time off.

The Chinese situation has complicated the shipment markets on a few items, notably anise and cassia. While neither of these items has been particularly strong in the New York market, there is less tendency to shade prices and more to hold goods for an anticipated rise in price later in the season. Buyers have not realized the situation to any extent as yet and are inclined to wait when it would seem better to fill at least a part of their requirements at current levels.

Citrus oils have been particularly strong during the last few months. Shipment prices have been advancing steadily and in addition, the quality of recent offerings has been such that the Bureau of Chemistry has tightened up quite sharply on all oils of the class. Both lemon and orange oils are somewhat higher than they were last month. Bergamot continues firm although quantity prices on it seem a shade easier at this writing.

Mint oils are steady and so are other domestic products. Apparently, the recent declines have about run their course and there does not seem any great likelihood of further sharp price reactions. In fact, peppermint seems to be in somewhat better shape than it has been for the last few months.

Among the miscellaneous products, there is a somewhat easier market on petitgrain, South American. Patchouli is

(Continued on Page 50)

PRICES IN THE NEW YORK MARKET

(Quotations on these pages are those made by local dealers, but are subject to revision without notice)

(See last page of Soap Section for Prices of Soap Materials)

ESSENTIAL OILS					
Almond Bitter, per lb....	\$3.00@	\$3.25	Hemlock .....	.87½@	
S. P. A.	3.25@	3.35	Hops, oz.	16.00@	
Sweet True .....	.98@		Horsemint	4.25@	
Apricot, Kernel .....	.70@		Hyssop	24.00@	
Amber, crude .....	.50@	.65	Juniper Berries, rectified.	3.00@	
rectified .....	.65@	.90	Juniper Wood .....	.60@	.62
Ambrette	48.00@		Laurel	5.00@	
Amyris balsamifera	1.95@		Lavender, English	32.00@	
Angelica Root	22.00@	28.00	U. S. P. "IX"	4.00@	5.25
seed	37.00@	42.00	Garden .....	.55@	
Anise, tech. ....	.67½@		Lemon, Italian	3.00@	3.40
Lead free, U. S. P. ....	.70@	.75	Calif.	2.70@	2.90
Aspic (spike) Spanish ..	1.25@		Lemongrass	1.10@	
French	1.25@		rectified	1.60@	
Bay, Porto Rico	2.10@		Limes, distilled	7.25@	7.75
West Indies	2.10@		expressed	10.00@	
Balsam Tolu	6.75@		Linaloe	2.35@	
Balsam Peru	7.50@		Lovage	16.00@	
Basil	24.00@		Mace, distilled	1.95@	
Bergamot, 35-36 per cent.	7.00@	9.00	Mandarin	10.00@	
Birch, sweet N. C.	1.90@	2.15	Marjoram	6.25@	
Penn. and Conn.	3.00@	4.00	Melissa	5.00@	
Birchtar, crude .....	.18@		Mirbane .....	.15@	
rectified .....	.70@	.75	Mustard, genuine	10.00@	12.00
Bois de Rose, Femelle...	2.60@	2.75	artificial	2.00@	2.30
Cade, U. S. P. ....	.30@	.35	Myrrh	12.50@	
Cajeput, Native .....	.85@	.90	Myrtle	4.00@	
Calamus	4.00@		Neroli, Bigarade, pure...	110.00@	160.00
Camphor, "white" .....	.15@	.16	Petale, extra	125.00@	200.00
sassafrassy .....	.18@		Niaouli	2.50@	
Cananga, Java native ..	5.10@		Nutmeg	1.95@	
rectified	6.00@		Olibanum	6.75@	
Caraway Seed, rectified..	2.10@		Orange, bitter	3.00@	3.25
Cardamon, Ceylon	35.00@	40.00	sweet, W. Indian	2.90@	
Cascarilla	70.00@		Italian	3.00@	3.50
Cassia, 80@85 per cent..	2.15@		Calif. exp.	3.20@	
rectified, U. S. P.	2.50@		dist.	2.00@	
Cedar Leaf	1.50@	1.65	Origanum, imitation ..	.35@	
Cedar Wood .....	.40@	.45	Orris Root, concrete, do-		
Cedrat	4.75@		mestic	3.25@	4.00
Celery	10.00@		foreign	4.00@	5.00
Chamomile, oz.	3.50@	5.00	Orris Root, absolute (oz.)	55.00@	70.00
Cherry laurel	12.00@		Orris, liquid	18.00@	
Cinnamon, Ceylon	12.00@	15.00	Parsley	6.50@	
Cinnamon leaf	1.50@		Patchouli	8.75@	10.75
Citronella, Ceylon .....	.38@	.44	Pennyroyal, American ..	2.25@	
Java .....	.54@	.60	French	1.85@	
Cloves, Bourbon	2.25@	2.50	Pepper, black	8.00@	
Zanzibar	1.75@		Peppermint, natural	4.30@	4.75
Cognac	22.00@		redistilled	4.65@	4.90
Copaiba .....	.65@	.70	Petitgrain, So. Amer.	1.85@	
Coriander	6.00@	6.50	French	15.00@	
Croton	1.00@		Pimento	4.30@	
Cubebs	4.35@	4.50	Pine cones	3.75@	
Cumin	8.50@		Pine needle, Siberia	1.25@	
Curacao peels	5.25@		Pinus Sylvestris	2.00@	
Curcuma	3.00@		Pumilionis	2.75@	
Cypress	5.50@		Rhodium	15.00@	
Dillseed	4.50@	6.50	Rose, Bulgaria	10.00@	15.00
Elemi	1.65@		Rosemary, French .....	.55@	
Erigeron	5.75@		Spanish .....	.35@	.40
Estragon	44.00@		Rue	4.00@	
Eucalyptus Aus. "U.S.P."	.59@	.60	Sage	2.50@	3.00
Fennel, Sweet .....	.90@		Sage, Clary	24.00@	26.00
Galbanum	26.00@		Sandalwood, East India..	7.35@	
Galangal	22.50@		Santalum Cygnorum	5.00@	
Geranium, Rose, Algerian	3.00@		Sassafras, natural .....	.90@	1.10
Bourbon	3.00@		artificial .....	.30@	1.10
Spanish	16.00@		Savin, French	2.00@	
Turkish (Palma rosa)	2.70@		Snake Root	13.50@	
Ginger	5.65@	6.00	Spearmint	4.85@	
Gingergrass	2.75@		Spruce .....	.87½@	
Guaiac (Wood)	3.00@		Styrax	12.00@	
			Tansy	6.25@	
			Thuja	1.50@	
			Thyme, red .....	.80@	
			white .....	.95@	1.05
			Valerian	11.00@	
			Verbena	3.75@	5.00
			Vetivert, Bourbon	13.00@	15.00
			Java	18.00@	
			East Indian	25.00@	
			Wine, heavy	1.75@	
			Wintergreen, Southern ..	4.50@	
			Penn. and Conn.	8.00@	9.50
			Wormseed	3.25@	3.50
			Wormwood	7.75@	8.00
			Ylang-Ylang, Manila	26.00@	32.00
			Bourbon	12.00@	15.00
TERPENELESS OILS					
Bay	6.25@				
Bergamot	17.50@				
Clove	3.25@				
Geranium	8.50@				
Lavender	14.50@				
Lemon	18.00@	20.00			
Lime	36.00@				
Orange, sweet	110.00@				
bitter	100.00@				
Petitgrain	6.00@				
Rosemary	1.75@				
Sage, Clary	45.00@				
Vetivert	35.00@				
Ylang-Ylang	22.00@	35.00			
OLEO-RESINS					
Benzoin	2.50@				
Capsicum, U. S. P. VIII.	3.25@	3.50			
U. S. P. IX	3.25@	3.50			
Ginger, U. S. P. VIII..	3.00@				
alcoholic	2.75@				
Cubeb	4.00@				
Malefern	2.15@				
Oak Moss	15.00@	15.50			
Olibanum	2.25@				
Orris	6.00@	15.00			
Patchouli	18.00@				
Pepper, Black	3.85@				
Sandalwood	16.00@				
Vanilla	8.50@	15.00			
DERIVATIVES AND CHEMICALS					
Acetaldehyde 50%	2.00@				
Acetophenone	4.00@				
Acetyl Iso-eugenol	9.00@				
Aldehyde C 8	32.00@				
C 9	50.00@				
C 10	38.00@				
C 11	44.00@				
C 12	38.00@				
C 14	18.00@				
C 16	25.00@	40.00			
Amyl Acetate	1.00@				
Amyl Butyrate	1.80@				
Amyl Cinnamate	2.35@				
Amyl Formate	1.75@	2.00			
Amyl Phenyl Acet	5.00@				
Amyl Salicylate, dom.	1.45@				
foreign	1.65@				
Amyl Valerate	3.00@	3.50			
Anethol	1.40@				
Anisic Aldehyde, dom.	3.65@				
foreign	3.75@				
Benzaldehyde, U. S. P.	1.30@				
F. F. C.	1.55@				
Benzylidenacetone	3.25@	4.25			

Benzophenone	5.50@		Nonyl Alcohol	40.00@	52.00	High Dried .....	.60@	.62
Benzyl Acetate, dom.	1.15@		Octyl Acetate	24.00@		Powdered .....	.67@	.70
foreign	1.15@	1.25	Octyl Alcohol	32.00@		Rice Starch .....	.12@	.15
Benzyl Alcohol	1.40@	2.30	Paracresol Methyl Ether.	6.75@		Rose leaves, red	2.00@	
Benzyl Benzoate	1.35@	1.60	Paracresyl Acetate	5.75@		pale .....	.65@	
Benzyl Butyrate	5.50@	5.75	Phenylacetaldehyde 50%.	6.00@	8.00	Rose water, gal.	1.25@	
Benzyl Cinnamate	9.50@		imported	6.00@	8.00	Sandalwood chips .....	.45@	.50
Benzyl Formate	3.30@		100%	9.50@	10.50	Saponin	1.25@	
Benzyl Iso-eugenol	18.00@		Phenylacetic Acid	3.25@	4.00	Styrax .....	.47½@	2.20
Benzyl Propionate	4.00@	5.00	Phenylethyl Acetate	10.00@	15.00	Talc, domestic	(ton) 18.00@	30.00
Benzyl Succinate	5.50@		Phenylethyl Butyrate	16.00@	20.00	French	(ton) 40.00@	45.00
Borneol	2.75@		Phenylethyl Formate	18.00@		Italian	(ton) 50.00@	65.00
Bornyl Acetate	3.50@		Phenylethyl Propionate	16.50@		Vetivert root .....	.30@	
Bromstyrol	4.75@		Phenylethyl Valerate	20.00@		Zinc Stearate .....	.26@	.30
Carvene .....	.50@		Phenylethyl Alcohol, do-			BEANS		
Carvol	5.75@		mestic	5.25@	6.00	Tonka Beans, Para ....	.95@	1.00
Cinnamic Acid	3.25@	3.50	imported	5.25@	6.00	Tonka Beans, Angostura.	2.00@	2.25
Cinnamic Alcohol	4.00@	4.25	Phenylpropyl Alcohol	16.00@		Vanilla Beans, Mexican.	4.00@	5.50
Cinnamic Aldehyde	2.75@		Phenylpropyl Aldehyde	12.00@		Mexican, cut	3.00@	3.50
Citral, C. P.	2.75@	3.00	Rhodinol, dom.	9.50@	17.00	Vanilla Beans, Bourbon,		
Citronellal	3.25@		foreign	9.50@	17.00	whole	2.75@	3.00
Citronellol, dom.	5.25@	6.50	Safrol .....	.31@	.34	Bour, cut	2.50@	
foreign	5.75@	7.00	Skatol, C. P. (oz.)	9.00@	10.00	Vanilla Beans, Tahiti,		
Citronellyl Acetate	8.00@	9.00	Styrallyl Acetate	20.00@		yellow label	2.75@	
Coumarin, dom.	3.75@		Styrallyl Alcohol	20.00@		white label	3.00@	
foreign	3.75@		Terpineol, C. P. dom. ..	.40@		TINCTURES		
Cuminic Aldehyde	56.00@		imported .....	.40@		Ambergris	18.00@	
Decyl Acetate	28.00@		Terpinyl Acetate	1.15@		Benzoin	1.75@	
Decyl Alcohol	28.00@		Thymene .....	.35@		Civet	4.00@	
Diethylphthalate .....	.32@		Thymol	3.00@		Musk, nat.	32.00@	
Dimethylphthalate .....	.65@		Vanillin	7.80@	8.15	Orris root	2.00@	
Diphenylmethane	1.75@	2.50	Violet Ketone Alpha	5.00@	9.00	Balsam Tolu	1.50@	
Diphenyloxide	1.15@	1.35	Beta	5.75@	8.00	Vanilla	3.00@	
Ethyl Acetate .....	.45@		Yara Yara	1.50@	1.75	SOLUBLE RESINS		
Ethyl Benzoate	1.80@		SUNDRIES			Ambrette	18.00@	
Ethyl Butyrate	1.80@		Alcohol, Cologne spts.,			Castoreum	28.00@	
Ethyl Cinnamate	4.50@		gal.	3.75@	3.90	Chypre	13.00@	
Ethyl Formate	1.15@		Almond Meal .....	.28@	.30	Civet	80.00@	
Ethyl Propionate	2.25@		Ambergris, black. (oz.)	15.00@	18.00	Cyste	6.00@	
Ethyl Salicylate	2.65@		gray	28.00@	32.00	Benzoin	2.75@	
Eucalyptol	1.00@		Balsam Copaiba, S. A. ..	.57½@		Galbanum	6.00@	
Eugenol	2.90@	3.25	Para .....	.52½@		Labdanum	5.50@	
foreign	2.90@	3.50	Balsam Peru	1.95@		Myrrh	7.00@	
Geraniol, dom.	2.75@	3.15	Tolu	1.10@		Oak Moss	16.00@	
foreign	3.00@	4.50	Baudruhe skins, gr.	18.00@	25.00	Olibanum	6.00@	
Geranyl Acetate	4.65@		Beaver Castor	4.50@	7.00	Opopponax	12.00@	
Geranyl Butyrate	12.50@		Cardamon Seed, green ..	1.35@		Orris root	12.00@	
Geranyl Formate	12.00@		decort	1.80@		Patchouli	8.50@	
Heliotropin, dom.	2.10@		Castoreum	9.00@	12.00	Peru balsam	6.00@	
foreign	2.10@	2.35	Chalk, precipitated .....	.03½@	.06½	Sandalwood	10.50@	
Hydroxycitronellal	8.50@	11.00	Cherry laurel water, gal.	1.25@		Styrax	2.75@	
Indol, C. P. (oz.)	4.50@	6.00	Civet horns	3.25@	3.75	Tolu balsam	3.50@	
Iso-borneol	2.25@		Guarana	2.00@		Vetivert	11.00@	
Iso-bornyl Acetate	3.00@		Gum Benzoin Siam	1.40@	1.80	CERTIFIED FOOD COLORS		
Iso-butyl Benzoate	3.80@		Sumatra .....	.65@		Amaranth	4.75@	
Iso-butyl Salicylate	6.75@		Gum Galbanum	1.65@		Orange I	4.50@	
Iso-eugenol	3.85@		Gum Myrrh .....	.35@	.50	Tartrazine	4.75@	
Iso-sairol	1.75@		Kaolin .....	.03@	.03½	Ponceau 3R	7.75@	
Linalol	4.00@		Labdanum	8.00@		Indigo	16.00@	
Linalyl Acetate 90%	6.75@	7.50	Lanolin hydrous .....	.18@	.20	Erythrosine	20.00@	
Linalyl Benzoate	13.00@		anhydrous .....	.20@	.23	Guinea Green B	17.50@	
Methyl Acetophenone	4.25@		Menthol, Jap.	4.70@	5.60	Brown	5.75@	
Methyl Anthranilate	2.55@		synthetic	3.75@	4.25	Grape	4.50@	
Methyl Benzoate	2.15@		Musk, Cabs, pods. (oz.)	Nominal		Red	3.25@	5.50
Methyl Cinnamate	4.50@		grains	Nominal		Green	4.00@	
Methyl Eugenol	8.00@	10.00	Tonquin, gr. (oz.)	36.00@		Yellow	3.25@	3.50
Methyl Heptenone	9.25@		pods	25.00@		OIL SOLUBLE COLORS		
Methyl Heptene Carbon	32.00@	36.00	Olibanum, tears .....	.14@	.30	Alcannin	5.00@	
Methyl Iso-eugenol	9.00@	14.00	siftings .....	.12½@		Black	5.50@	
Methyl Octine Carb.	30.00@	35.00	Orange flowers .....	.40@	1.00	Blue	5.00@	
Methyl Paracresol	6.65@		Orange flower water, gal.	1.50@		Brown	5.50@	6.50
Methyl Phenylacetate, ..			Orris Root, Florentine ..	.11@	.13	Green	4.00@	
Art, Honey Aroma	4.65@	6.00	powdered .....	.15@	.25	Red	5.00@	8.00
Methyl Salicylate .....	.47@	52	Orris Root, Verona .....	.10@	.12	Yellow	5.00@	
Musk Ambrette	7.25@	9.00	powdered .....	.12@	.25			
Ketone	8.50@	10.00	Patchouli leaves .....	.32@				
Xylene	2.75@	3.25	Peach Kernel meal .....	.35@				
Myristic acid	Nominal		Reseda flowers, powd. ..	1.50@				
Nerolin	1.50@	1.75	Rhubarb Root, Shensi ..	Nominal				
Nonyl Acetate	48.00@							

THE MARKETS

(Continued from Page 47)

very firm with good quality material very hard to get at reasonable prices. Siberian pine needle is extremely scarce and strong. There has been some showing of strength in cedar leaf which is also very scarce. Mace and nutmeg have been sharply advanced by the distillers on account of the advance in raw material.

Aside from these changes, the market is in a steady position. It is hardly likely that anything sensational will take place during the next few weeks although the citrus oils and the Chinese group will bear careful watching. Business in general is expanding slowly and it is reasonable to anticipate good conditions in the essential oil market during the next four weeks at least. There is no reason at all to anticipate any nearby depression in the market.

Synthetics and Aromatic Chemicals

The tone of the market has improved considerably since our January report. Part of the improvement has been due to the natural gain following holidays and inventory operations. A part has doubtless been due to the slow but steady expansion in general business activity. This expansion has aided makers of synthetics more than it has dealers in essential oils for other conditions which have surrounded the essential oil market have made a gain in business less easy to accomplish.

Competition is still quite keen in the market but it is being felt less and less in the prices quoted by leading interests. More or less standardized prices for comparable merchandise are now the rule, a situation which seemed almost impossible of accomplishment a relatively short time ago. Imported material is being felt as a competitor in a few articles, notably the musk group on which foreign makers seem able to sell to better advantage than the domestic interests. However, in these items as well, there is less tendency to cut prices than there has been during the last few months.

Practically no changes of consequence in prices have taken place during the month. There has been a rather sharp reduction in citronellol due to conditions surrounding its manufacture. In methyl salicylate, competition has ceased to be so destructive and this article is somewhat higher with no signs of the recent price cutting activity and no greater amount of resale material at hand. Terpineol is also quite firm although a further advance in prices has not yet taken place. Other articles are unchanged from the levels quoted in our January review.

Vanilla Beans

A cyclone in Madagascar and the Bourbon Islands came and went early in the month leaving hardly a ripple on the vanilla market here. At the outset, there was some effort on the part of shippers, and speculative interests in this market as well, to capitalize an overestimate of the damage caused by the storm. But no one would get excited over the matter. Later on offers came through from Marseilles at just 7c per pound above the former quotations. When a cyclone can do no more than add 7c to the Marseilles price, the situation in vanilla can hardly be said to be a strong one.

The crux of the matter is that there is a visible supply outside of stocks here amounting to 450 tons to carry the market to the next crop. This is too much vanilla and everyone knows it. Hence, so small a matter as a cyclone could have little effect upon the market. It would require several together with a revolution in Mexico and a volcanic

FOREIGN CORRESPONDENCE

(Continued from Page 47)

American manufacturers would but study more closely the local requirements and popular lines, a considerable increase in business would soon be effected. One firm reports sales of Continental novelties to the value of \$2,500 a month, with a tendency to increase as a result of the higher purchasing power of both Malays and Chinese. The improvident Malay will spend as long as he has ready money, as is the case at the present time, and is only too pleased to imitate the American and European in matters of dress and adornment. As evidence of this fact one may see silk wearing apparel, jewelry, perfumery, and toilet preparations being used by the natives, when but a few years ago, such articles were purchased only by European residents.

SPAIN

MALAGA ESSENTIAL OIL EXPORTS.—Lavender oil exports from Malaga, Spain, to the United States in 1926 totaled 14,422 pounds, valued at \$16,412, increasing from 6,541 pounds, worth \$6,113, in 1925. Shipments of rosemary oil to America, 37,876 pounds, \$15,604, in 1926, declined from 73,525 pounds, \$25,873, in 1925. Origanum oil exports in 1925 amounted to 16,314 pounds, valued at \$25,873. The 1926 shipments of origanum oil undoubtedly left Seville as this port registered an exportation of 14,708 pounds (\$17,116) in 1926 compared with 1,002 pounds valued at \$2,593 in 1925.

TURKEY

TURKISH GUM TRAGACANTH MARKET.—Arrivals reach the Constantinople market in very small lots which are immediately absorbed. Holders of stocks show no eagerness to sell, and quote high prices.

URUGUAY

OFFICIAL IMPORT VALUATIONS ON PERFUMERY.—By executive decree of December 27, 1926, the national administrative council of Uruguay revised the official valuations established on perfumery and toilet articles by decrees of November 5, 1923, and March 5, 1924. The rate of duty applicable to those products as determined by the law of October 16, 1922, is 65 per cent of their respective official valuations, including the usual surtaxes. The Bureau will advise exporters regarding the official valuations to which their products are subject upon specific request.

eruption in Guadeloupe to give the market any particular tone of strength at present. Fortunately, we cannot count on either the volcano or the revolution. The Mexican market is very quiet. Local conditions are not at all active. Hence prices are easier if anything and no one is excited over the immediate outlook.

Sundries

Business is slack in this section of the market. Menthol is temporarily firmer on account of the earthquake in Japan although it is hard to see what effect this will have on the eventual supply. Rhubarb root is strong with Chinese shipments hard to find. The balsam group is firm. Sumatra benzoin is scarce on account of the rejection of much recently imported material. Other items are slow and seem likely to remain slow for some time to come.



DECISIONS OF FREIGHT RATE CASES

(Special Correspondence)

WASHINGTON, March 15.—Substitution of fifth class rates for commodity rates on soap and related articles between points in western trunk line territory and between points in Illinois territory would not be justified, according to a report by Examiner Paul O. Carter made public by the Interstate Commerce Commission. The railroads operating in these territories proposed the application of the fifth class rates on traffic from Kansas City, Mo., to destinations in western trunk line territory, to Ohio River crossings and Memphis, and between points in Illinois territory. Upon protests by soap manufacturers located at Kansas City, Chicago, Milwaukee, and Burlington, Iowa, the Commission suspended operation of the schedules pending investigation.

The Interstate Commerce Commission made public February 25 a complaint filed by Colgate & Co., January 22, protesting against rates charged on carload shipments of soap and articles taking soap rates from Jersey City, N. J., to New Smyrna, Cocoa, Daytona, Orlando, Sanford, Palatka, Deland, Plant City, Ocala, and Gainesville, Fla. The complaint sets forth that Colgate & Co., have paid for the movement of soap, carloads, from Jacksonville to the destinations mentioned in addition to the 25½ cent commodity rate applying on soap, carloads, New York to Jacksonville.

The complainant alleges that application of the sixth class rates from Jacksonville to destinations on interstate traffic is unreasonable and unjust in that these rates exceed, by a greater margin than the service warrants the commodity rates generally applied to soap, carloads, between points throughout southern territory. The complainant alleges, further that the through rates and charges on shipments from New York City during the last three years have been and are excessive to the extent that the separately established rates from Jacksonville are excessive. The commission is requested by Colgate & Co. to order the defendant railroads to establish just and reasonable rates for the future and pay \$3,000 reparation on past shipments.

Procter & Gamble Co., of Cincinnati, in a complaint filed February 1 and made public March 1 asks the commission to prescribe reasonable rates on palm kernel oil from Jersey City and Manhattan Piers, N. J., coconut oil from Philadelphia, and fish oil from Boston, Mass., Bayway, N. J., Cape Charles, Va., and Locust Point, Md., to Port Ivory, Staten Island. The company also claims reparation.

A fourth section order issued by the Interstate Commerce Commission March 1 authorizes carriers in the South to establish the same rates on soap and soap powders, packed in bags, pails and tubs, carloads, without observing the long-and-short-haul provision, as are in effect on soap, packed in boxes, in carloads, between the same points.

PALM OIL PROBLEMS AT PARIS EXPOSITION

(Special Correspondence)

LONDON, March 15.—Although not as large as some of its predecessors, the International Exposition of Tropical Products in the Grand Palais, Paris, which has just concluded, has been of great general interest, and productive as well of commercial results of considerable importance.

The crowds of interested visitors that daily thronged the picturesque pavilion of the Gold Coast showed how much interest France is taking in tropical African development, and it is stated that the number of commercial inquiries received in this section during the two weeks of the exposition were very considerable.

Special interest was taken in the papers on the oil palm and palm oil industry presented at the morning conferences on tropical materials. The present position of the oil palm plantations in Malaya and in the Dutch East Indies was lucidly discussed, as well as the treatment of the natural forest trees in West Africa. The use of machinery, in place of the crude native methods of extraction was discussed and a favorable view was taken of the possibility of establishing European companies working in co-operation with the local governments and the native owners on a profit-sharing footing in order to put the native industry on an up-to-date basis and enable it to compete with the output from the plantations in the East.

At the concluding conference it was decided that certain general questions which had arisen at the meetings should be referred to the International Association for Tropical Agriculture. At these conferences about 16 papers were contributed in English and 50 in French. The experiment of reading papers and holding discussions either in French or English was tried for the first time, in place of separate French and English sections.

During the period of the exposition a meeting of the General Assembly of the International Association of Tropical Agriculture was attended by a large number of delegates from various countries, as well as by representatives of the chief scientific and technical institutions in France, representatives of the French Government, and representatives of the International Institute of Agriculture at Rome. Professor Went, of Utrecht, the president of the Dutch Academy of Sciences, was elected as the next president, and it was decided to hold an International Congress of Tropical Agriculture in Amsterdam next year.

A Three Years Subscription

(Wm. G. Kendall, 118 Market St., Newark, N. J.)

I would not be without the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW if it cost many times three dollars. Enclosed is \$9.00 for three years subscription.

RANCIDITY OF CRUDE FATS*

The rancidity of crude fats is one of the most serious difficulties encountered in the industry of fats. The products made with rancid fats are always of inferior quality.

All fats, whether of animal or vegetable origin, are glyceric ethers of fatty bodies; the different fats are characterized by the nature of the fatty acids in presence of their combination.

When a fat is changed, the change may result from a simple addition of hydrogen or of oxygen, for instance, or in a complete splitting of the fat into glycerine and fatty acids; these constituents can be changed in their turn.

These modified fats have a special taste and odor: "rancid," "soapy," "tallowy," etc. These characteristics, which are recognized by the human taste and smell, have no general scientific value; they cannot be expressed either by a number or by a formula. By reason of their peculiar nature of recognition by the human senses these characters have only a subjective value.

Numerous authors have sought the causes and the nature of "rancidity," in the case of crude fats, of butter, of margarine, etc. While certain points have been cleared up, there still remain numerous gaps in our knowledge. In the course of the last twenty years only a few new important discoveries have been made in this connection.

In particular the modifications undergone by the crude fats of vegetable and animal origin under the influence of factors which cause splitting have been studied but little.

Dr. A. Schaeffer has recently described experiments which show that a clear distinction ought to be made between the splitting of crude fats on the one hand, and that of margarine and of artificial food fats on the other, these latter being prepared by adding to the crude fats milk and other nutritive substances, such as lecithine, egg yolk and sugar. The causes for the change of composition in the fat in case of the two classes are entirely different.

Let us study at first the changes in crude fats and their causes, in order to draw therefrom conclusions making it possible for industry to protect itself against losses and to preserve great values for human foods.

Duclaux has divided the phenomena into two chief groups: oxidation and hydrolysis. The fatty acids which are not saturated are especially affected by oxidation, and are changed into saturated compounds. According to this author glycerine itself undergoes a partial change into aldehydes and ketones. This change gives rise to substances which have the irritating flavor of rancid fats. The iodine index can be used for the degree of the oxidation. On the other hand, by hydrolysis the fats are simply broken up into glycerine and free fatty acids and the process is measured by the amount of acid disengaged. This index of acidity is usually expressed by the number of cubic centimeters of normal alkali necessary to neutralize 100 gm. of fat.

Ritsert has proved that the decomposition of pure fats can be explained by the action of the oxygen or the carbonic acid of the air. He exposed pure lard to the energetic action of oxygen in sunlight, and has shown that a large amount of oxygen is effectively absorbed; the fat becomes "rancid." Ritsert, in recording the iodine index, has shown that oxygen is absorbed by the unsaturated fatty acids, as Duclaux has shown this point in the case of other fats. He has likewise studied the absorption of carbonic acid, and has found that this also is absorbed to a certain point

and only under the influence of light; on the other hand nitrogen and oxygen were not absorbed at all.

In order to study the action of micro-organisms the following experiments have been made on crude fats:

Crude fats including hard fats, coconut oil, palm kernel oil, palm oil, peanut oil, soya bean oil, in the refined state (in the form in which they reach the manufacturer of edible fats), were put into water containing mold spores (*Penicillium commune* and *Cladosporium herbarum*), which are energetic splitting agents for fats, and poured into a vat, heating cautiously to 40°, to make sure of the intimate mixture of the fat and the spores; for months there was not the slightest change when the mixture was kept in darkness at ordinary temperature, the iodine index and the acid indices remaining almost the same. The mold spores did not germinate; some of them perished, which shows that the conditions of life are too unfavorable, which is explainable by the absence of albuminoid substances.

It was not possible, in the end, to await an intimate development of the fat, in consequence of the complete absence of air; it is known that the molds belong to the class which develop only in air. The action of micro-organisms is not then to be considered in the case of the splitting of crude fats, which has likewise been shown to be the case by the fact that in the analysis of samples of these crude fats these last were found to be practically sterile after having been kept almost during an entire year in little particles in Erlenmeyer bottles, covered, in a dark cabinet at ordinary temperature. The indices of acidity and of iodine were increased or diminished very little, in the case of coconut oil or palm kernel oil, which points to a feeble influence of oxidation, and in consequence a splitting of the fat; the rest of the fats suffered no chemical change.

It still remains to consider the effect of enzymes on crude fats, and the question can be only concerning enzymes existing beforehand in the fats and not those which are produced by the microorganisms. Since these latter have not the power to live in fats, they are not able to form enzymes.

"Lipases," i.e., natural enzymes, are found in the fats both of plant and animal origin. The action of the enzymes shows an extraordinary powerful influence on the molecule of fat. In certain cases the fat is completely broken up into its constituent parts.

It may be said that a large quantity of fats, which otherwise could be used only for soaps and candles, have been made available for food fats only after subjecting them to processes which kill the enzymes. The vegetable oil industry, moreover, has made considerable strides, and a new branch of manufacture has been created: the manufacture namely of vegetable butter. Palm oil contains in the pulp of the fruit an enzyme of extraordinary potency; this latter is destroyed by throwing the freshly gathered fruit into hot water. It is only since the application of this method that crude palm oil could be successfully transported almost free from fatty acid from the place of production to the consuming countries. It is especially appreciated as fine oil in the making of margarine. In summing up, a splitting of crude fats can take place only in co-operation with light, air and moisture, since the microorganisms and the lipases no longer play any role. It is not yet known whether there are catalytic influences due to the metals, to particles of poison, to fragments of vegetable fiber, etc. In fact it is these factors which influence the process of hydrolytic oxidation that have not yet been studied.

* From *Les Mat. Gr.*, Vol. 18, No. 221.

The Manufacture of Shaving Cream

by Dr. E. G. Thomssen, Winona, Minn.

Consulting Editor on Soaps

The transition which has taken place in the use of shaving media is a good indication of the age in which we live. Anything made these days, that saves time and is more convenient, quickly replaces the more cumbersome article. Not so many years ago the old bar of cup soap, to which some self-shavers still cling, was almost universally used. Then someone conceived the idea of the shaving stick and this style of soap gained great popularity. Later the powder came into prominence but it was soon crowded out of the scene by shaving cream. Whether this will be replaced by the use of the lather creams which require no water is still a question.

Use of Shaving Cream Growing

Just now, shaving cream is the favorite means of producing lather on the face of the self-shaver. Barber shops in many cases also use cream. It is more wasteful than the bar, stick or powder and contains a less percentage of anhydrous soap than these three. As a result, the use of shaving cream has greatly increased the consumption of shaving media as against the older forms of soap.

The making of a suitable shaving cream has both perplexed and vexed many a manufacturer. Unless he is able to install the proper equipment to make a quantity of this product, it is better to purchase it already made in bulk or ready packed in tubes. It requires more care and can lead to more grief than is the case with most soaps or toilet preparations. Some brands put out by even the largest distributors have been far from perfect nor is it uncommon now to find shaving cream on the market that is not giving complete satisfaction. Buying a tube of many brands of shaving cream is like buying a melon. You can't tell by the outside appearance what the inside will be like. The melon may be a "lemon."

Requirements of a Shaving Cream

The requirements of a good shaving cream are sevenfold.

1. It should remain soft and creamy in consistency so as to flow from the tube without losing its form and still distribute well into the bristles of a shaving brush or adhere to the face when applied directly from the tube. It should be a cream not a dough. This requirement is placed first as it is the one in which most failures in shaving creams exhibit themselves.
2. It should give a close, creamy lather, that does not dry rapidly on the face.
3. It should not require too great an amount to produce enough lather to cover the face.
4. It should not smart the most tender skin.
5. It should rinse from the razor easily.
6. It should not affect collapsible tubes nor present an unsightly appearance at the nozzle or tube opening. The clip at the open end of the tube should also show no corrosion.
7. It should be properly perfumed and well packaged.

It is almost impossible to guarantee a reader of this article a method of manufacture by which he could produce a shaving cream with all these merits. All one can do is to outline

a method of manufacture, lay down certain restrictions and describe the characteristics of a good cream.

As to the method of manufacture, there is some question as to whether shaving cream ought to be made by what may be termed the half boiled process or by the boiled process. It has been the writer's experience that a better and more satisfactory cream may be made by boiling very much in the same way as toilet soap base is boiled. In using the half boiled method, nowhere near the mix is attainable as is the case in boiling. While both methods are applicable to the same formula, the finished products are different in appearance. The creams made by the half-boiled process are more transparent or bluish in color than those made by the boiled process. Then too, the sheen or lustre of a fully boiled cream is more evident and pleasing to look at. It is to be recommended, therefore, that the boiled process be used whenever possible. We will describe both methods using the same list of ingredients.

Raw Materials Used

The materials entering into the manufacture of a shaving cream are of great importance. Upon them depends the consistency, lathering property and keeping quality. In former times they were made from a combination of high grade tallow and coconut oil. The use of this combination, however, has lost caste in the selection of fats for use in shaving products. Stearic acid, it is quite well known, produces the desirable creamy lasting lather for shaving soaps. Either the double or single pressed can be used for shaving creams. The triple pressed produces a whiter finished product, but its higher melting point and hardness do not greatly affect the other properties of the cream. Stearic acid alone could be used for making a cream but its lathering quality is improved by the addition of either 20 per cent of coconut oil or 10 per cent each of coconut oil and tallow. A good combination of fats therefore, is either 80 parts of stearic acid and 20 parts of Cochin type coconut oil or 80 parts stearic acid with 10 parts of Cochin type coconut oil and 10 parts of high grade tallow.

To refer again to older types of shaving creams, it may be pointed out that caustic potash was used in them entirely as the alkali to saponify the fats with. Many shaving creams of the more modern type still use all caustic potash to neutralize or saponify the stearic acid, tallow and coconut oil. The consistency of the finished cream, however, is more desirable if part of the caustic potash is replaced by caustic soda. The most desirable proportion is about one-seventh caustic soda and six-sevenths caustic potash. A shaving cream made in this way permits of a lower percentage of total fatty acids in the finished cream, a softer cream and one that spreads or distributes on the face and shaving brush more readily. A most convenient way to handle the lyes is to have them both at 20° B. A caustic potash lye of this density contains about 19 per cent solid caustic potash and one pound of lye almost saponifies one pound of fat. The soda lye contains about 14.25 per cent solid caustic soda and saponifies within a small amount one pound of fat. If, therefore, we have used 80 pounds of stearic acid 10 pounds

of tallow and 10 pounds of coconut oil and desire to saponify this with approximately a 1 to 6 soda and potash combination we could use 15 pounds 20° B. soda lye and 85 pounds 20° B. potash lye. When the lye is all expended and either an excess of fat or lye is found to be present upon chemical analysis, pound for pound of lye or fat may be used for correction. We then have a soft soap base consisting of about 59 per cent anhydrous soap. This soap would be one-seventh sodium soap and six-sevenths potassium soap. Needless to say a soft soap of this kind would hardly be adapted to fill into tubes. It would be too stiff and doughy. This condition is corrected by the addition of the proper amount of water.

This again leads us to the important consideration of a good shaving cream. It is the question of softness. A soft consistency depends upon several factors. The percentage of total fatty acid is one. This may vary from 31 per cent to 40 per cent. The amount of glycerine in the cream to some extent influence its softness. Too much dependence upon this substance as well as other softeners or colloid protectors such as gelatins, gums and the like may lead to failure. Five per cent of glycerine is sufficient to use in a properly made shaving cream. The addition of gums and gelatins is superfluous. The real secret of keeping a shaving cream soft lies in the fact that it should be superfatted. Neutral fats do no give very good results but the presence of from 3 per cent to 5 per cent of free fatty acids in the finished shaving cream keeps it soft indefinitely, under all ordinary temperature changes. Improperly made shaving cream which has been heated in a tube to about 95°-100° F. loses its consistency by becoming stiff and gummy. Upon cooling to normal temperature it has a curdled appearance as it flows from the tube. The presence of the proper amount of free fatty acid in the cream tends to prevent this condition.

Not only does a cream which is superfatted remain uniform in consistency but it also gives the non-smarting quality to the product. Any soap which contains free alkali is very apt to be unkind to the tender skins of some self-shavers. It is, therefore, highly important that shaving cream be made in such a way as to not cause irritation of the skin.

(To be continued)

Detection of Fish Oils

MITSUMARU TSUJIMOTO. *Chem. Umschau, Fette, Oele, Wachse, Harze* 33, 268-9 (1926).—Dissolve 0.5 g. of the separated fatty acids in 10 cc. ether and treat while cooling with 3-5 cc. (depending upon the iodine number) of iodo-monochloride in AcOH. Allow to stand for 2 hours at 15-20° with frequent shaking; the supernatant solution should assume an orange color from the excess of the reagent. When a large amount of fish oil is present, the solution becomes turbid after a short time and separates a fine white precipitate. With small quantities the solution becomes turbid after about 1 hour and finally forms a smaller or larger precipitate. Acids from vegetable oils remain clear, but may form a precipitate if the temperature is below 15° or if allowed to stand overnight; 1% sardine oil or 5% herring oil, mixed in linseed oil, and 0.2% clupanodononic acid in linseed oil fatty acids have been detected in test solutions. Perilla oil, tung oil, soy bean oil, cholesterol and squalene give no precipitate. Fish oils that have been changed by heating cannot be detected. The turbidity is due to the formation of the ether-insoluble iodobromide of $C_{17}H_{33}O_2$ to $C_{19}H_{35}O_2$ acids.—*Chemical Abstracts*, Vol. XXI, No. 4.

A NEW SOAP PROCESS*

The new method serves to prevent the disturbances which occur in soap processes of every kind, especially in the textile industry, by the presence of water hardness formers and salts in the water used. These water hardness formers have heretofore been removed by water purifying contrivances. According to the various patent announcements, the new method rests upon the fact that the addition of much smaller quantities than the stoichiometric quantities of an oil which is not influenced by lime (of the character of monol oil) leads to the formation of lime soap which is not sticky. The lime soap is thus deprived of its harmful properties and possesses a light fluffy character, so that it can be rinsed off and does not in any way disturb the soap process. The action of the soap proper is thereby strengthened, so that by its use large savings result. Laboratory methods have proved that the protective body penetrates more strongly into the interior of the fiber and oozes out much more slowly during the rinsing process.

This fact also furnishes a guarantee that during the rinsing process which has to suffer especially by the formation of lime soap, the deposit of the latter is almost completely prevented or avoided. In spite of the use of hard water, the washed goods are softer, the whiteness is brighter, the colors are livelier and all effects are brought out better.

The explanation of this effect is of colloidal-chemical nature. The relative quantities of soap, water hardness formers and bodies of the type of monol oil, form colloidal complexes by the action of which the size of the particles of normal lime soap is greatly diminished and approaches closely those conditions which prevail at the solution of soap in distilled water.

The preparation recommended by the speaker, under the name of "Hydrosan," contains as a fat basis predominantly mixtures of fatty acids of small electrolytic sensitiveness and less tendency to oxidation than the usual oils which are not influenced by lime. The preparation further contains stabilizers which support the colloidal condition and peptization agencies like urea and its derivatives, cleavage products of various organic salts and the like. Extensive experiments which were carried out in the laboratory for biological and physical chemistry in the University of Vienna, the president of which is Prof. W. Pauli, have not only demonstrated the described facts, but also the strongly heightened dialysis of the protective substance. The new method is already employed with great advantage in a number of German factories.

* From *Seifens.-Ztg.*, Vol. 53, No. 48, (1926).

Emulsifying with Wool Fat

O. HERZOG. *Brit.* 244,598, Jan. 10, 1925. Wool fat is separated into oily and waxy fractions by cooling of its solution in acetone and either of these fractions or sulfonation products is used in preparing emulsions of substances such as ether, gasoline, C_6H_6 or $CHCl_3$. Steam, protective colloids, alkalies and soap may be used in making the emulsions.—*Chemical Abstracts*.

Buried Costs Facts Valueless

Oil is of value only when brought to the surface and so it is with cost accounting buried in the bookkeeper's ledger.—*Shears*.

Consolidation in the Soap Industry

*Tendency Toward Fewer and More Powerful Concerns
Has Developed Through Growth of
Unusual Conditions*

Certain definite tendencies have been apparent for many months to those engaged in the soap industry. Other tendencies, apparent to those observing the industry from without, have perhaps come less to the attention of those actually engaged in the manufacture and sale of soaps; but have, none the less, been operative and have had a considerable effect upon the character of the business.

It has long been the contention of one group of manufacturers in the trade that a greater measure of co-operation and a greater solidarity in the industry would be highly beneficial. Undoubtedly this is the case. It has also been admitted, reluctantly in many instances, that the soap industry was a more or less disorganized one which lacked the one thing which distinguishes modern industrial effort more than any other, namely, co-operative effort. This has in fact been the case and still is true in large measure. At the same time, the industry has made progress along the line of greater unity and solidarity and is still engaged in this process.

It cannot be said that great credit is due the manufacturers for the growth of this tendency. Many of them do not as yet actually realize that it has taken place and that the change is proceeding with constantly increasing momentum. Many of them are opposed to a broadening of joint efforts on the part of soap producers, although very few of them will admit it. In effect, circumstances have taken them, so to speak, by the heels and thrown them into co-operation and union, whether they would have it so or not. Probably, when they have been engaged in this sort of effort for a few years, they will come to look upon it differently. In fact, there are signs that some of them are beginning to like it already.

Two Phases of Movement

The consolidation of the soap industry into a workable and working unit has been accomplished in two ways, or rather has taken place in two distinct phases. The underlying causes have been more or less the same in both instances, but the results have been radically different. These two phases have been the consolidation and merger of manufacturing and selling units in the industry and the gradual working out of plans for co-operative effort between competitors. This article is concerned more with the causes and effects of the various soap mergers which have featured the industry in recent months. A subsequent article will consider in greater detail the causes and effects of recently adopted co-operative measures between the various competing manufacturers.

In searching for a primary cause for the growing tendency to merge manufacturing and sales operations and to eliminate or limit competition by joining forces with competitors, it is apparent that the great underlying cause for this is the World War. It has come to be the fashion to blame the war for any change in the trends of trade and commerce and to charge to the war all differences in manufacturing operations which have followed it. In many in-

stances, this tendency has been exaggerated. In others, it has seemed to be merely an excuse for certain lines of conduct which could hardly be defended in normal times.

Neither is the case in the soap industry. It is not exaggerating to say that the changed conditions resulting either directly or indirectly from the war are responsible for the tendency to unite forces. And it is not necessary to prepare an elaborate defense for the tendency to consolidate. From the standpoint of the manufacturers and even from the standpoint of the public, the mergers which have taken place have been beneficial and not harmful.

Price Rise Affects Costs

One of the first effects of the war upon the soap industry and one of the chief reasons why mergers have been the rule during recent months is the fact that the entire structure of prices and costs upon which the industry has operated was profoundly altered by the struggle. This does not of necessity mean that the advance in prices threw the competing manufacturers into each other's arms. In fact, the tendency to merge became apparent after prices had passed the peak and had begun to settle to more normal levels. It was the disturbance in prices which had the effect. Either a sharp advance or a profound decline in values would have had the same effect upon trade.

In the case of raw materials, prices rose to almost prohibitive levels during the war. Then when the reaction came, they dropped almost as abruptly. But they have as yet failed to drop to normal levels. Costs of raw material are still high. The marginal producer of soap, the one whose costs are high in relation to the general average of selling prices, has been forced to look about for a way out of an unprofitable situation. At times he has found it in selling out to his more favorably situated competitor. At others, he has purchased an allied or competitive business. At others, he has merged upon a virtually even basis in an effort to effect economies in his purchases.

Other Costs Advance

It is no secret that costs of manufacture other than those associated with the purchase of raw materials have very materially increased. The item of fuel alone is very sharply higher. The item of rent, which must be taken into consideration whether a plant is owned or leased, has been a serious one, especially in the Eastern section of the country where values of land and buildings have been greatly inflated. Another, and possibly the most important cost element disturbed by the war, has been the cost of labor. There has been an inflation almost in proportion to commodity prices during the war years and there has been no subsequent deflation to bring about a normal condition.

Naturally, these increases in costs have had the effect of driving producers together. The economies possible through large effort. The savings made possible by the consolidation of factories which have not been worked to capacity and finally the saving in labor costs per unit of

production have all come under consideration in seeking a way out. Thus, it has been only natural that small firms should unite, that large firms should purchase small ones and, finally, that even the largest producers should join forces for more economical purchases and for the elimination of needless expense with a view to reducing the unit cost of the product.

Still another cause of the combination has been an excess of competition. The multiplication of brands and names is only one phase of this question, although it is probably the most conspicuous aspect of the problem. Competition for business has been exceptionally keen in the case of some of the cheaper grades of laundry soaps and among the producers of more or less novel products, such as soap flakes and special soaps for various purposes. The costs of selling and advertising these specialties has in large measure eaten up the profit allowance upon them. In other words, the manufacturers of them have fought each other to a standstill and have come to the point where they are ready to stop competing and merge their interests if not their actual identities.

The Results Outlined

These are only a few of the causes of the recent trend toward consolidations. Even to catalogue the many reasons why certain firms should merge, absorb or be absorbed would more than exhaust the space allotted to this topic. The results of these causes are apparent. Conspicuous among the mergers has been one involving two of the largest manufacturers in the Middle West. But this has been only one outstanding example of the tendency. It is unnecessary to catalogue all of them. They have taken place nearly every month during the last two years and there are reports and rumors of still more to come.

The effect of the mergers cannot be fully estimated as yet. It is easy to generalize as to the reduction in production costs, the economies in sales effort, the stabilization of raw material price averages, the elimination of competition and the other natural results of the merger tendency. To trace ultimate effects is, however, to venture into the dangerous realm of prediction. It is probable that most of the effects will be beneficial. They will certainly benefit the merged concerns and will probably assist in stabilizing a more or less unsettled industry. A further result will doubtless be a hastening of the time when co-operative effort between competitors will be the rule rather than the exception, and the customary thing rather than a novelty in the soap industry. Already there is a growing tendency to co-operate in the industry. On this subject, an article will appear in an early issue.

Recovering Fats and Oils

C. F. EDDY. U. S. 1,607,731, Nov. 23. Press cake of peanuts, castor or soy beans, flaxseed or other oleaginous vegetable material is treated with C_6H_6 , acetone or other volatile solvent for fat and oil, the resulting solution is separated from insoluble residual material by centrifuging in the presence of added H_2O and both liquid and residue are continuously withdrawn and the solvent is evaporated.—*Chemical Abstracts*.

News Permeates Every Page

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

ACETIN AND BICHROMATE METHOD*

By Dr. O. Sachs and Dr. K. Riemer.

Influenced by the article of Prager in this periodical, No. 37, we desire to publish our own observations on this interesting subject.

We have for years carried on continuous investigations in our laboratory of evaporated glycerine from good lyes, previously clarified, taken from our own factory, and have analyzed this both according to the acetin method and, for purpose of frequent control, according to the bichromate method. By both methods we have always worked with accurate processes and have obtained results in agreement with each other, as is clearly shown in the following tabulation which contains several arbitrarily chosen examples.

Acetin Method:		Bichromate Method:
82.56	=	82.54
82.62	=	82.59
83.25	=	83.36
82.88	=	82.91
83.52	=	83.53

The above figures show that the acetin method, as far as precision is concerned, is in no way inferior to the bichromate method. On the contrary, it has in preference to the latter the advantage of shorter duration in the execution. To be sure, this elegant method affords a rapid and unflinching working process and therefore furnishes to every man scientifically inclined a welcome opportunity to be able to have a severe check on his own work. For these reasons it would cause great regret, if this method which as early as the year 1910 was generally recognized as an international standard method by the International Committee in London, should give place to another more tedious method.

* From *Zeit. d. Deut. Oel- u. Fett-Ind.*, Vol. 46, No. 47 (1926), p. 739.

Capillary Methods in Fats Analysis

RENÉ DUBRISAY. *Chimie et industrie* Special No., 575-8 (Sept., 1926).—Dubrisay suggests the use of his drop method (C. A. 12, 1355; 16, 1526, 2247; 18, 490, 1074, 3131; 20, 1008, 2770) for investigation of fatty acids. The method consists essentially in detecting the volume (B) of a given number of drops (preferably 5 or 10) of very dilute standard NaOH delivered below the surface of a solution of known concentration of the acid in C_6H_6 (benzine?), and also the volume (A) of the same number of drops of H_2O delivered under the same conditions. The "emulsive power" would be $100 (A - B)/A$. The experimental precautions required are discussed; and the method is not considered as lending itself to yielding absolute results, but is suitable rather for comparative determinations. Examples are given of its applications to the examination of the fatty acids of cacao butter and substitutes, to the differentiation between raw and oxidized linseed oils, and to proving that Gérard's *daturic acid* (acid C_{17} obtained from *datura* in 1881) cannot be an equimolecular mixture of stearic and palmitic acids.—*Chemical Abstracts*, Vol. XXI, No. 4.

Chinese Merchants Organize

A guild of Chinese cosmetic merchants is being organized by a number of merchants in Shanghai, with headquarters at 793-4 Chao Chia Road, Chinese City.

THE BLEACHING AND DEODORIZING OF OILS AND FATS*

The general tendency in recent years is in the direction of using non-chemical rather than chemical methods for bleaching and deodorizing oils and fats. The former include mostly treatment with steam in vacuo after the oil had been subjected to a definite degree of clarification. The results obtained with this method are of more permanent character than those obtained earlier with purely chemical methods. Besides the new treatment may be used with success for almost every oil and fat without in any way affecting the material.

As an example of such a method a new patent by Lever Bros., Ltd., may be cited. The oil to be treated is first mixed with 4 per cent of acid Tonsil earth. This earth is prepared by mixing it with half its weight of concentrated sulfuric acid. This mixture of oil and acid earth is steadily stirred for about 2 hours at 95 degrees Centigrade. Then the oil is filtered off from the earth as well as from the precipitated and coagulated organic impurities. The oil is then placed in a closed vessel in which as high a vacuum as possible is maintained. Here the oil is heated to 245-285° and overheated steam (7 lbs. of absolute pressure to the square inch) is passed through, and the steam passed over in distillation with the impurities is condensed in suitable receptacles.

During this stage of the process, which usually requires 2 hours, the free fatty acids and volatile substances are carried off with the steam. This treatment is continued until not more than 0.5 per cent of free fatty acids are contained in the oil, after which it is allowed to cool in a vacuum. The parts of the apparatus which come into contact with the highly heated oil are made of an alloy which consists of 90 parts of aluminium, 4 of copper, 2 of nickel and 1.5 of magnesium.

By this method palm kernel oil, bone fat, second grade tallow, palm oil and of almost every quality of oil may be bleached and deodorized. The fat obtained is in every case of excellent color and standard character.

The possibility that rancidity may develop in such an oil or in soap prepared from it is reduced to a minimum, since the bulk of the highly unsaturated fatty acids and glycerides, which form the starting point for rancidity, are driven off during the process. The expenses of the method are slight, and it is doubtless of large significance for the future.

*From *Seif. Ztg.* Vol 53, No. 51, Dec., 1926, p. 886.

Specific Gravity of Soap During Drying

E. L. LEDERER. *Seifensieder Ztg.* 53, 829-30 (1926); cf. *C. A.* 21, 335.—The calculation of the specific gravity in the various layers of drying soap is mathematically quite complex, and the examination should be made on powdered soap. The composition of the soap should be known, since differences in the H₂O content at the beginning play a large role. The dimensions of the cake and the temperature and humidity during drying should be known. If a contraction is found during drying, one would expect to find a corresponding expansion during reabsorption of H₂O, but this would be contrary to the usual behavior of colloids which show a contraction during absorption of H₂O. Reply. W. KRISTEN. *Ibid* 837. Reply. J. LEIMDORFER. *Ibid* 838.—*Chemical Abstracts*, Vol. XXI, No. 4.

FEATURES OF SOAP MATERIAL MARKET

(Continued from Next Page)

in some industries have been such as to more or less delay shipments.

The imported articles show very little change on the whole; the situation is very steady. Caustic potash is firm at the old level. There is more carbonate of potash to be had and this product is fractionally cheaper in the New York market although there has been no real change in the shipment quotations on it. The other items on the chemical list are steady. They are moving in reasonable volume at unchanged price levels.

Other Soap Materials

Rosins have dropped very sharply from recent high prices and while values are still nearly double what they are normally, the situation from the standpoint of the buyers is distinctly encouraging. There has been less activity in the foreign markets and more competition there from the French industry. Domestic buyers have not taken hold very well thus far. Receipts at ports in the South are larger than they have been in recent years at this date. It would not be surprising to see further declines in rosin unless the unexpected happens in the form of a flood such as that of last year or some other condition wholly beyond human control. Other items are virtually unchanged. Glycerine is down. Oils are firm.

SYRIAN SOAP TRADE

Although there is a very brisk home industry, the products of which are highly appreciated by local users, household soaps would, nevertheless, find an excellent market in Syria, for all of the States have increased their imports during the last two years, says a French official report. The Syrian demand for foreign soaps varies considerably, according to the state of local production, which depends largely, as will be readily understood, upon the home production of olive oil. A study of the latest statistics shows the following particulars as regards the foreign sources of supply. The competition existing between the different brands of Marseilles soaps introduced into Syria is very keen, several French manufacturers being represented locally. Before the war England made serious efforts to place various brands of soap, and acquired a certain vogue, but this did not last long, by reason of the prices asked. One brand still manages to hold a small circle of users. Syrian soaps are sold in square cakes of 125, 150, and 250 grammes; it lathers little but lasts a long time, and is thus very popular with Syrians. When offering soaps, prices should always be quoted in French francs.

Haitian Soap Output Growing

Soap and lard are meeting severe competition because of their manufacture in increasing amounts by a company at St. Marc, Haiti, says American Consul Winthrop R. Scott, Cape Haitien, Haiti, in a report to the United States Department of State and made public by the United States Department of Commerce. American exporters will probably do less business in lard, soap, and cottonseed oil than heretofore.

Two Kinds

There are two kinds of men who never amount to anything: One, who cannot do as they are told; and the other who can do nothing else.—*Bottles*.

MARKET REVIEW ON TALLOW, ETC.

VEGETABLE OILS

The vegetable oil market has been a very quiet affair during the past two weeks or so, and from the lack of buying interest on the part of soap manufacturers and other consumers it seems that most people have covered their immediate future needs and are willing to wait until they are in need of further stocks.

Cocoonut oil is now freely offered at 8½¢ pound New York and 8¢ pound Pacific Coast, but the best bids recently received have been one-quarter cent per pound lower. Crude cottonseed oil has declined, largely due to indifference on the part of buyers. While many factors are looking for much lower prices, it seems that the bulk of the crude oil in the South is held by strong hands who are not willing to meet present prices at least for the time being. Crude corn oil sold at 8½¢ mill, and although further stocks are offered at this price buyers are not willing to pay more than 8¢ pound mid-western mills.

The tightness of the olive oil foots market has been greatly relieved by the arrival of steamers and spot or nearby foots are now available at 9½¢ pound, while futures can be bought at 9¢ pound New York.

A. H. HORNER.

TALLOW

Latest sales of New York Extra tallow were made at 7½¢ ex plant at which price considerable quantities changed hands. After the recent decline, the tone of the market was somewhat steadier.

The markets in the Middle West and Western points have also eased off with more available offerings. The sharp decline in cotton seed oil seems to have culminated and the market for both crude as well as refined oil has a healthier tone.

Locally, good quality house grease can be quoted 6¼-6½¢ with the lower grades 5¼-6¢. Recent buying of tallow as well as grease has been in considerable quantities by substantial interests, and these will undoubtedly take on further good sized quantities at fractional declines which may tend to sustain values near the present level of prices.

TOBIAS T. PERGAMENT

GLYCERINE

The market has continued its downward movement, since our last letter. The demand has been surprisingly small, even for the dull period which has ensued. While stocks are apparently not excessive, either here or abroad, there is a great deal more than sufficient to supply the limited demand and, in consequence, an accumulation has resulted and very few buyers find it necessary to take on any new commitments; so far as anticipating forward needs is concerned, they will not do so and are perhaps right, in the face of present conditions, although we really feel that prices are below intrinsic values. Chemically pure glycerine is quoted today at 27¢ per lb., and has been for the last two or three weeks; while there may be some small business to be had at this figure, the refiners have quoted lower prices in some cases, it is reported, and, in fact, we have heard that 26¢ has been done. Dynamite glycerine has

dropped from 25¢ per lb. to 23¢ and crude has suffered, not quite in proportion, but there is very little demand and the quotation today is merely a nominal one. The explosives people are predicting a considerable decrease in the use of glycerine, in their line, during the present year. There is no doubt that substitutes have come into favor to a larger extent than usual, of late, but the use of glycerine in other lines has also increased and, in our opinion, has nearly made up the difference; however, we shall have to wait and see what the next few months bring forth.

W. A. STOPFORD.

INDUSTRIAL CHEMICALS

The general position of the market has been satisfactory. Contract deliveries of alkalis are proceeding according to schedule and February, according to reports from the markets, found deliveries amounting to nearly 90 per cent of quotas, a very good showing for that month. March thus far has also been satisfactory although conditions

(Continued on Preceding Page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special 7¼¢. Edible, New York, 8½¢. Yellow grease, New York, 6¼¢. White grease, New York, 7½¢.

Rosin, New York, March 15, 1927.

Common to good	10.00	I	11.57
D	10.35	K	12.75
E	10.85	M	13.00
F	11.00	N	13.50
G	11.25	W. G.	13.75
H	11.60	W. W.	17.00
Starch, pearl, per 100 lbs			\$3.32 @
Starch, powdered, per 100 lbs.			3.42 @
Stearic acid, single pressed, per lb.			.10¾ @
Stearic acid, double pressed, per lb.			.11½ @
Stearic acid, triple pressed, per lb.			.13½ @
Glycerine, C. P., per lb.			.27 @ 28
Dynamite			.24 @ 26
Soap, lye, crude 80 per cent, loose per lb.			.17 @
Saponification, per lb.			.18¾ @

Oils

Cocoonut, edible, per lb.	.10½ @
Cocoonut, Ceylon, Dom. per lb.	.09½ @
Palm, Lagos, per lb.	.08¾ @
Palm, Niger, per lb.	.08 @
Palm, Kernel, per lb.	.09¼ @
Cotton, crude, per lb., f. o. b., Mill	.08 @
Cotton, refined, per lb., New York	.09½ @
Soya Bean, per lb.	.12 @
Corn, crude, per lb.	.09¾ @
Castor, No. 1, per lb.	.14¼ @
Castor, No. 3, per lb.	.13¼ @
Peanut, crude, per lb.	.11 @
Peanut, refined, per lb.	.12½ @
Olive, denatured, per gal.	1.75 @
Olive Foots, prime green, per lb.	.10 @

Chemicals

Soda, Caustic, 76 per cent, 100 lbs.	3.00 @ 3.10
Soda, Ash, 58 per cent, per 100 lbs.	1.32½ @ 1.38
Potash, Caustic, 88@92 per cent, per lb., N. Y.	.07½ @ .07¼
Potash, Carbonate, 80@85 per cent, per lb., N. Y.	.05½ @ .06
Salt Common, fine, per ton	15.00 @ 24.00
Sulphuric acid, 60 degrees, per ton	10.50 @ 11.00
Sulphuric acid, 66 degrees, per ton	15.00 @ 16.00
Borax, crystals per lb.	.04½ @ .04¼
Borax, granular, per lb.	.04 @ .04½
Zinc oxide, American, lead free, per lb.	.06½ @ .06¾

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